

POWERLINE^{EGSA}

The Voice of the On-Site Power Generating Industry

EGSA Executive Leadership Summit In Seattle

Plus:

Power Generator Overcooling
in Cold Climates

EGSA Hosts Record-Breaking
Conference

Power Generation
Market Pulse Report

Advances in Failure Prediction
Through Remote Monitoring

Russelectric Inc. Member Profile



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CONTROLS & SWITCHGEAR: Enercon Evolution Control System with touch screen controls

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Power Generator Overcooling
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EVENTS CALENDAR

Industry Trade Shows

POWER-GEN International 2014

December 9-11, 2014; Orlando, FL

The world's largest show for power generation, featuring the EGSA On-Site Power Pavilion. For exhibit information, contact EGSA at (561) 750-5575, ext 205 or e-mail Jalane Kellough at J.Kellough@EGSA.org.

Conferences & Conventions

NFMT Conference & Expo 2014

March 4-6, 2014; Baltimore, MD

The country's #1 conference and exposition for non-residential building owners; facility managers; maintenance engineers; directors of sustainability; planning; operations and management. EGSA has partnered with NFMT for the third year in a row with the Power Source Pavilion. The Power Source Pavilion and educational sessions will provide facility professionals with exclusive access to on-site power solutions. For exhibit information, contact EGSA at (561) 750-5575, ext 203 or e-mail Kim Giles at K.Giles@EGSA.org.

EGSA 2014 Spring Convention

March 23-25, 2014; Savannah, GA

EGSA's Annual Spring Convention features educational sessions on a broad range of issues impacting today's On-Site Power industry. More information will be available at www.EGSA.org or by calling (561) 750-5575.

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Basic Schools

Scottsdale, AZ	February 25-27
Charlotte, NC	June 3-5
Minneapolis, MN	August 12-14
Orlando, FL	December 9-11*

*To be held concurrently with POWER-GEN International 2014

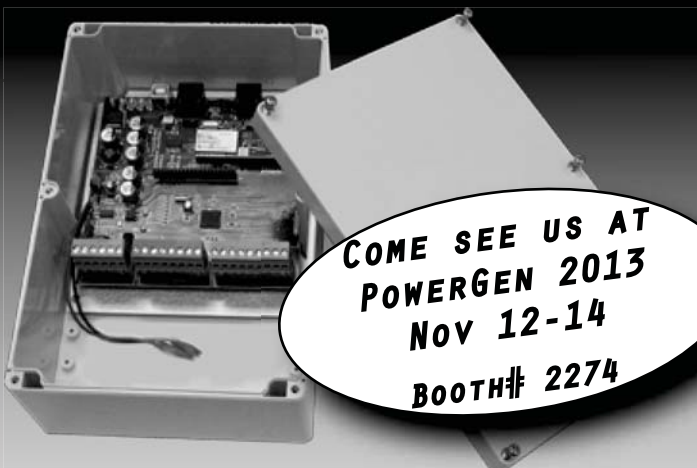
Advanced Schools

San Antonio, TX	April 28-May 1
San Diego-Vista/Carlsbad, CA	July 14-17
Rosemont (Chicago), IL	October 20-23

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debra.m.laurents@cummins.com

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Vaughn Beasley, Ring Power Corporation
vaughn.beasley@ringpower.com

Vice President

Ed Murphy, Power Search, Inc.
ed@powersearchinc.com

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Bob Hafich, Emergency Systems Service Company
bobh@emergencysystems-inc.com

Immediate Past President

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Michael.Pope@clariant.com

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For Subscriber orders, change of address, reprints, and back issues (when available), contact:
Editor, *Powerline* magazine
1650 S. Dixie Hwy, Suite 400 • Boca Raton, FL 33432
561/750-5575 • Fax 561/395-8557
e-mail@egsa.org • www.EGSA.org

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Electrical Generating Systems Association
1650 S. Dixie Hwy, Suite 400 • Boca Raton, FL 33432
561/750-5575 • Fax 561/395-8557
e-mail@egsa.org • www.EGSA.org





Debra Laurents
2013 EGSA President
Debra.M.Laurents
@cummins.com

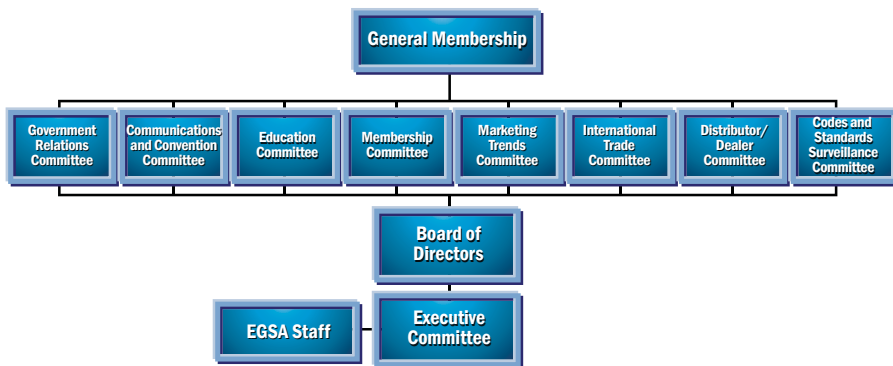
EGSA Committees: Where the Rubber Meets the Road

In our last issue of *Powerline* (September/October 2013), I made an announcement on behalf of the EGSA Board of Directors regarding changes in the way we would administer updates to the EGSA Strategic Long Range Plan. To recap, in order for the strategic plan to remain evergreen, it needs consistent and timely updating. To have a plan means to keep the member value proposition in alignment with our current industry environment. Think of the changes to the On-Site Power Industry in just the last five years!

Notice anything that stands out in the EGSA organizational chart?

One of the reasons EGSA has been successful for the last 48 years is because this organization is set up to provide each of our members with a voice. Remember, it is our organization that reports to YOU!

I think it is very telling that the EGSA Board of Directors and our Executive Committee are strategically placed at the bottom of the chart. Each of the nine committees is evenly placed at the center, as if they are a conduit between the general membership and its leadership.



As with any organization, all levels need to remain strong. At the Fall Conference in particular, the upswing in committee activity was very noticeable and with 91 “First Timers” in our midst, it was great to see people taking an active role by participating in one of our committees.

Improved Member Satisfaction – Committees Brand the EGSA Value Proposition

Branding our identity to those outside the organization can be a challenge. How do you explain our EGSA Vision, Mission and Goals in a few short sentences? What types of facility managers or con-

sulting & specifying engineers would have a need for our members’ goods and services? How do we attract those people more effectively? Our Membership Committee is trying a few new ideas with this regard!

There are two great membership efforts being rolled out as a result of their meeting in Bellevue:

1. The Committee is soliciting members to reach out to their own engineering contacts to detail our value to the On-Site Power Industry. The framework is currently being developed. Stay tuned for more information on this effort (and those letters) in future issues of *Powerline* Magazine.
2. The second **Membership Committee** effort involves increasing the number of EGSA paid memberships. The goal is to attain a total of 800 paid memberships prior our 2014 Spring Convention in Savannah, GA. (We are currently at 741 paid memberships and 214 student memberships).

While it has been extremely challenging for our EGSA **Government Relations Committee** this year in light of a recent change in military policy regarding conference and convention attendance, this committee has a very exciting opportunity that they are working on!

With the idea and the financial resources, EGSA Member Russelectric, headquartered in Hingham, MA is currently working with the Government Relations Committee on the development of an education grant to honor American veterans interested in an education for a career in On-Site Power. There are exciting details that will be communicated in 2014!

The **Communications & Conventions Committee** has to be a decisive group. They are responsible for selecting our Convention/Conference themes, the speaker slate and other important enhancements to our Convention/Conference experience.

Our theme for the 2014 Spring Convention was determined: “**When the Lights Stayed on in Georgia.**” The committee leadership is currently in hot pursuit of talent for our next speaker slate in March, as they defined some great speaker topics for the upcoming meeting.

Our **Distributor/Dealer Committee (DD)** is growing steadily. In recent months, this Com-

Continued on page 16



Bob Breese
EGSA Director
of Education
b.breese@EGSA.org

Technician Certification & Rowley School Updates

Technician Certification Update

So far this year, a total of 176 new technicians were added to the rolls, bringing the total of currently certified technicians to 786 (as of the end of September).

A number of our member companies with technical training programs are also testing sites. Among them are Toromont CAT in Concord, Ontario; Ring Power Corp. in St. Augustine, FL; Aggreko Learning Center in Pearland, TX; Cummins Crosspoint in Nashville, TN; Energy Systems Inc in Stockton, CA; Caterpillar Inc. in Peoria, IL; Tampa Armature Works Inc. in River-view, FL; Walker Machinery in Belle, WV; HO Penn Machinery in Poughkeepsie, NY; Generac Power Systems in Eagle, WI and a number of others. All of these member companies have active, large volume technical training programs and incorporate the technical certification testing into their own manufacturing certification programs. These sites are also available to any technicians who desire to take the certification test; it is not required that you participate in any training at the site. For contact information for these testing sites technicians can contact either Ferris State by email at EGSA@ferris.edu or Bob Breese via email or phone.

George Rowley Basic and Advanced Power Schools

The George Rowley Power Schools have been very well attended this year. By the time this article goes to print the last school for the year, in Orlando, FL (in conjunction with Power-Gen Intl.) will probably be full.

Once you determine the school that's right for you we encourage you to register as early as possible. This will do two things; first, it will guarantee a seat in the desired school, second it will allow you to make the necessary travel and lodg-

ing arrangements early enough to take advantage of discounts. If you wait until the last minute to register, you may not get a seat. The school seating is limited to

Dates	School Type	Location	Students
January 28-31	Advanced	Scottsdale, AZ	27
April 23-25	Basic	Savannah, GA	39
June 24-27	Advanced	Buffalo, NY	25
August 13-15	Basic	Austin, TX	43
October 21-24	Advanced	Chicago, IL	40
November 12-14	Basic	Orlando, FL	39

40. Any registrants above the 40 are placed on a waiting list. Occasionally, we get cancellations, usually the week before the school, and staff then contact those on the waiting list to see if there is interest. There may be challenges making last minute travel plans in a situation like this. Occasionally we are also able to accept several wait listed students, however this is never guaranteed.

As always, if you have any questions, comments or suggestions regarding the EGSA Education programs please contact Bob Breese via email to b.breese@egsa.org, or by phone at 262-225-3107. ■

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Codes & Standards

The EGSA Fall Conference in Washington state was the best attended ever. Each of the speaker sessions had something to offer and the Tuesday panel was really unique!

The Codes and Standards Surveillance Committee (C&SS) had more than 60 people in attendance and combined with the meetings that took place on Sunday for each of our C&SS working groups, many hours were spent on Standards.

The Silencer Working Group finished its work and their Recommended Practices document will go to the Committee for approval before this article is published.

Unfortunately, the ISO has just published ISO 15619:2013 – *Reciprocating internal combustion engines – Measurement method for exhaust silencers – Sound power level of exhaust noise and insertion loss using sound pressure and power loss ratio*. When EGSA has approved and printed our recommended practice on silencers, we will submit it to ISO TC 70 for their inclusion in the next review of ISO 15619.

Two of the other three working groups are developing recommended practices concerning “Digital Paralleling” and the other on the continuing problem of “Seismic Acceptance of Generator Sets.” If you are interested in working on either of these working groups, please contact Todd Lathrop at toddmlathrop@eaton.com. Finally, the last working group is not working on a recommended practice, but is gathering recommendations to forward to UL to keep UL 2200 *Standard for Stationary Generator Sets* up-to-date. If you are interested in this working group, please contact Steve Sappington at sappisr@cat.com.

I listened to an “NEC Connect” online by the National Fire Protection Association (NFPA) on October 2. One of the topics was a history of GF-CIs by Chris Coache (the NFPA liaison to NFPA 110 and 111). This was of interest to me, because on October 18, there was a meeting at UL headquarters in Chicago to discuss changes to UL2201 – *Standard for Portable Generator Sets*.

One item on the agenda was coordinating UL 2201 with the NEC section 445.20 *Ground Fault Circuit-Interrupter Protection for Receptacles on 15 kW or Smaller Portable Generators*, which is a new section in the 2014 NEC.

The other items are:

- Requirements for unbounded generators;
- New sections addressing generator applications, markings and instructions; and
- Updating on CPSC (Consumer Product Safety Commission) activities addressing CO hazard related to Portable Generators.

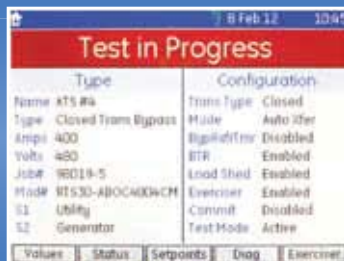
I also learned for the NEC Connect program, that the 2014 NEC can be bought as an online edition. The online version will be updated with any changes in real time. There are already 4 minor changes to the 2014 printed edition that I am aware of, which was issued by the Standards Council on 1 August 2013. The online edition will be available for Macintosh users on October 11 and the online edition for Android users by the end of the year.

The National Electrical Contractors Assn (NECA) is asking for people to review their NECA 404-201 – *Standard for Installing Generator sets*. I plan to review this standard. The scope of it is “This Standard describes installation procedures for generator sets and related accessories and systems that are permanently installed for on-site standby or emergency power generation that are typically fueled by natural gas or diesel. Such generators may be defined as ‘emergency systems’ or ‘legally required standby systems’ intended to supply power for emergency or life-safety applications in accordance with NFPA 70, National Electric Code.” If you are interested in being one of the reviewers, please contact Diana Brioso at diana.brioso@necanet.org.

Voting is open for ISO 19425 – *Reciprocating internal combustion engines – Measurement method for air cleaners – Sound power level of combustion air inlet noise and insertion loss using sound pressure*. The ballot closes November 13.

A ballot is also open for the following two ISO standards and they will close November 21. ISO 8528 – *Reciprocating internal combustion engine driven alternating current generating sets Part 7 technical Declarations for specification and design*; and Part 9 *Measurement and evaluation of mechanical vibrations*. ■

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Power Generator Overcooling in Cold Climates

By: Russ Gross, Sales Engineer at Horton, Inc.

The Overcooling Issue

To meet advancing emissions regulations, engine-driven power generators are running hotter than ever before. Consequently, generator sets are being designed with increasingly aggressive cooling systems engineered for worst-case environments, including high ambient temperatures, altitudes and humidity. Equipped with the latest emissions technology, the majority of today's power generators contain fixed-speed cooling fans. When these generators are used in cooler climates, where temperatures dip below 20°F (-6.6°C), overcooling can be a significant issue.

Prior to the introduction of Tier 3 emissions requirements, overcooling of engines was typically not a critical issue. When diesel particulate filters (DPFs) and cooled exhaust gas recirculation (EGR) systems were initiated, maintaining minimum exhaust system temperatures became important for engine performance and efficiency. While the engines could operate below optimum temperatures, they experienced decreased efficiency.

The move to Tier 4 interim and Tier 4 final emissions solutions has accentuated overcooling issues in cooler climates. Each engine manufacturer has optimized their emissions solution for specific engines, often having multiple solutions based on engine size and power. In addition to DPFs and cooled EGR systems, the latest emissions technologies include catalysts and selective catalytic reduction (SCR) systems. As with Tier 3 engines, these Tier 4 systems necessitate a minimum exhaust temperature in

order to operate properly. However, Tier 4 solutions require closed-loop control. Tier 4 engines, with closed-loop control, will derate and can shut down if the emissions solutions are not operating correctly. As a result, overcooling has become

a mission-critical issue, leading to unexpected downtime and lost performance.

While generators that are only used in higher temperature environments are not susceptible to overcooling issues, most are subject to changing weather conditions. Many parts of the world and the majority of North America can reach temperatures at or below 20°F (-6.6°C). Potential overcooling

is especially an issue in the rental market where generators are frequently relocated between hot and cold climates or run at less than full load.

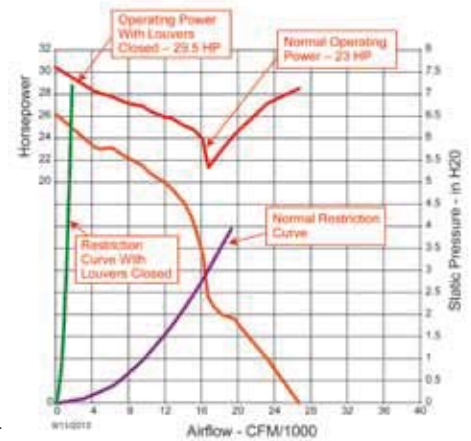
Historically, generator set manufacturers and end users have used various methods to try to eliminate overcooling. These approaches include insulated blankets, different fans for summer and winter, variable-pitch fans and enclosures with louvers. Each of these approaches can be inefficient, complicated and costly. Louvers, in particular, have a significant impact on generator set efficiency. When louvers are partially or fully closed, airflow is restricted, which results in the fan pulling against progressively higher static pressures. This leads to greater power consumption and increased noise from the fan.

The Right Amount of Cooling and Added Benefits

Today's reduced-emissions generators require optimized, precision-controlled cooling to meet the vast array of application variables and environmental conditions. The best solution to overcooling issues is to disengage or slow the fan speed when cooling is not needed. Power generators equipped with a variable speed or on/off fan drive deliver additional cooling only when it's essential.

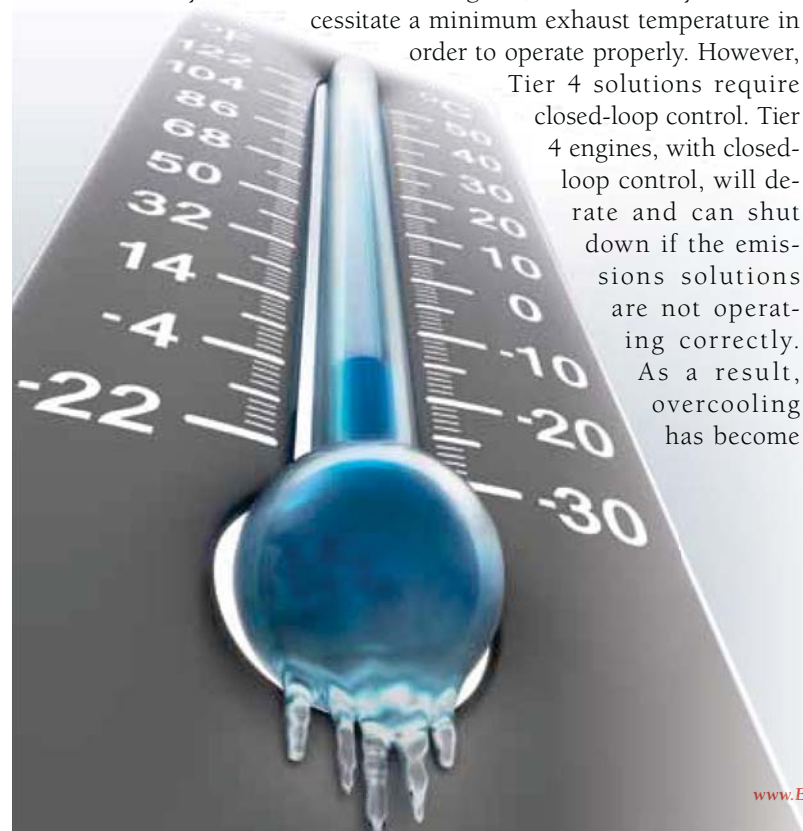
On/off fan drives disengage completely, keeping the fan from turning when cooling isn't necessary. When cooling is required, the fan drive engages and turns the fan at full input speed. On/off fan drives are suitable for generators primarily used in very cold conditions.

For larger generators, a fully-variable fan drive is the best solution to overcooling issues. Fully-variable fan drives are closed-loop controlled to turn the fan at any speed, ranging from low to high for optimized airflow. On many Tier 4 applications fully-variable fan drives can be regulated directly by the engine control module (ECM). For Tier 3 applications or applications where ECM fan control is not available, Horton offers a Di controller that can be programmed to respond to temperature signals via the J1939 CAN Bus from the radiator, charge air cooler, air conditioning condenser, exhaust gas cooler and other components. The Di control system is plug-and-play. Factory programmed with custom-



Effect of Louvers on Fan Power

This graph shows the increased power draw of approximately 6.5 to 7.5 HP for a 156kVA Prime generator set containing a direct drive that turns the fan at 1900 rpm.



OVERCOOLING IN COLD CLIMATES

ized algorithms and software-adjustable temperature parameters, the Di controller provides tailored cooling to specific requirements.

On generator sets with fully-variable fan drives, the fan speed is controlled to match the unit's specific cooling needs. In cooler weather, or when the generator set is lightly loaded, the fan speed is slowed and optimum exhaust temperatures are maintained. As ambient temperatures or loads rise, the ECM or Di controller monitors the various temperatures within the generator set, engaging the fan when any of the temperature signals hit preset limits. The fan speed is then precisely controlled to keep all temperatures within an acceptable range. The typical operation of a fully-variable fan drive is shown in the accompanying graph.

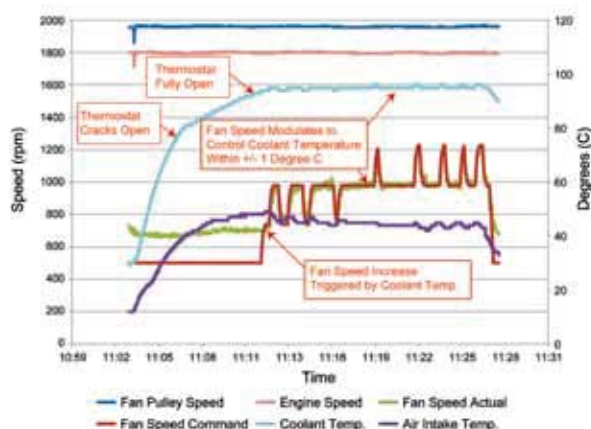


Horton's Di controller is J1939 compatible.

Variable-speed viscous cooling solutions offer clear benefits over direct-drive systems. In addition to preventing unexpected derated performance and shut downs due to overcooling, variable-speed fan clutches save fuel, increase available power and reduce noise. Since fan power varies by the cube of the fan speed, a 30-percent reduction in the average fan speed will reduce the fan power draw by 66 percent. This results in fuel savings and additional available power. Likewise, a 30 percent reduction in fan speed can have a significant impact on fan noise levels. This reduction is particularly important in Europe, where noise regulations allow generator sets with fully variable fan drives to be qualified with the fan speed set at 70 percent of its maximum speed. ■

About the Author

Russ Gross, Sales Engineer at Horton, Inc. holds a Bachelor of Science in Mechanical Engineering (BSME) from Purdue University. Currently responsible for Horton products used in the stationary power market, Russ has more than 15 years of sales and engineering experience in the on and off-highway diesel engine component segments.



The graph shows a test performed at approximately 65°F (18°C) ambient under full load. After startup, the fan remains disengaged until a monitored temperature reaches a level requiring cooling.

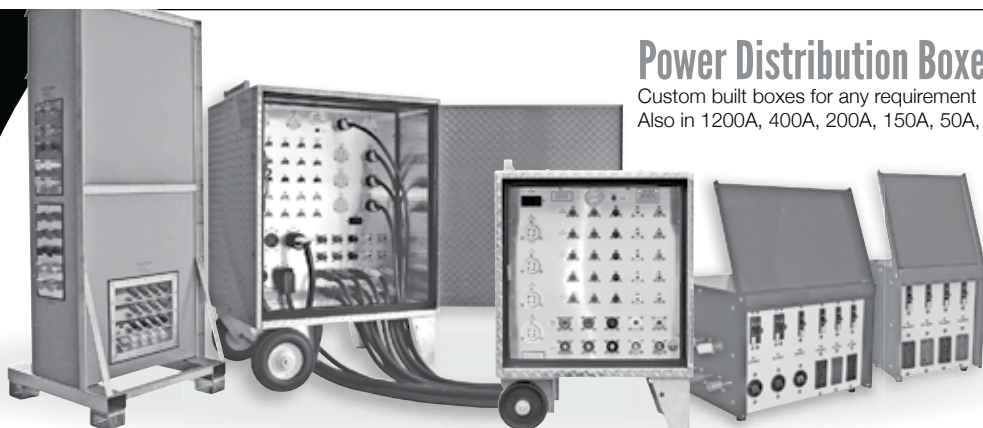
In this case, the coolant temperature, indicated by the blue line, was used to signal the fan drive to engage. Once the thermostat is fully open, the fan input speed is increased to keep the coolant temperature consistent.

IN THE
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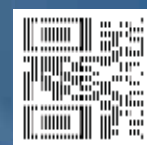
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Continued from page 7

mittee has made headway in developing a Technician of the Year Award (TOYA) program. The program is under construction with a defined working group and board funding. We hope to see this program grow to reach an important segment of our market, the generator technician, as well as honor one technician annually for being the BEST!

The DD Committee also hosted a Load-banking Best Practices Panel during their meeting in Bellevue. This interactive panel, moderated by Kurt Summers, covered important topics such as equipment safety, reactive versus resistive and cost of ownership among other DD-related topics and concerns.

The EGSA **Education Committee** Chair, Dennis Pearson of Woodward, had this to say on behalf of the committee's progress, "If you attended the fall conference Education Committee meeting or have participated in any EGSA School, you see individuals generously sharing their time and talents without any expectations of personal gain. Service performed by individuals who view themselves as part of something bigger, as part of a team dedicated to improving the generating systems industry and improving our association. EGSA's David I. Coren scholarship program, the George Rowley School of On-Site Power Generation, our On-Site Power Generation Reference Book and the work proceeding in E-Learning development are all examples of selfless service of which we, as an association and as individuals, can be very proud.

We remember and appreciate those who have gone before us, laying the foundation for EGSA's education."

The **Green Committee** almost doubled their attendance in Bellevue with a Tier V presentation that ran well over the expected block of time thanks to active member participation!

The interactive presentation included examining what several upcoming regulations may look like if they are to take shape and an extensive review of a letter produced by the EPA (in late July 2013) outlining their formal position on Bi-Fuel. The committee discussed the interpretation of the letter and listed additional details that would be worthwhile to receive from the EPA collectively. We speak about having a voice in EGSA; this is where the rubber meets the road.

The **International Trade Committee** hosted local speaker, Andrew Crowder, from the State of Washington, who provided insights into exporting guidelines that are offered by states. You can always count on this committee to line up a great local speaker that provides regional insight in the local market!

The EGSA **Market Trends Committee** has been hard at work with the annual EGSA Pulse Survey. Check out the nuts & bolts of this member benefit on Page 37 in this issue of *Powerline*. The committee also hosted Susan Hayman from Foss Maritime Company.

Her presentation provided the committee with some useful insights and exposure to a maritime generator application that uses electric drive motor technology for fuel savings.

Our EGSA **Codes & Standards Surveillance Committee** (C&SS) has been really busy! Starting on Sunday morning at 8:00 am, the C&SS working groups were off and running.

During the meeting on Monday, they hosted speaker Ron Schroeder, of ASCO, to present on the codes and standards that govern automatic and non-automatic transfer switch design and application.

Afterwards, each of the C&SS working groups (who met on Sunday) briefed the committee on their progress. Robert Simmons (silencer working group) indicated that they would be producing a committee document soon. Upon receipt, said document would be voted upon and moved along the EGSA Board of Directors (if approved at the committee level).

There were also updates from Steve Sappington (Caterpillar Inc.) and Trish Levere (VMC Group). Steve is leading the newly formed UL2200 working group and Trish, the International Building Code working group. Both had their first meetings during the fall conference and reported solid initial progress. Steve Evans, who is leading the

Digital Paralleling Standard working group also reported progress.

The Committee Challenge:

It is inspiring to see such progress. As with any topic of relevance and importance, there will always be challenges, and yet, consider the opportunities to make a difference!

I would like to challenge each member who attends our Spring Convention in Savannah to visit two committees. This might be difficult for some of our more tenured members, but do try. Perhaps visit one committee that you have never visited before?

If any of the committee activities that I mentioned above have piqued your interest, join our EGSA LinkedIn site. From here, you can view the EGSA committees who foster LinkedIn pages. Several of our committees keep in touch regularly through this vehicle. These pages keep members informed between conferences. Give them a try; you can always opt out if it isn't workable.

Finally, a special thanks goes out to all of you who joined us for the Fall Conference. It is your active participation in these very worthwhile activities that keeps EGSA growing strong. ■

The Strategic Planning committee proposed that the core responsibility for the strategic planning process be assumed by the Executive Board. The committee proposal was reviewed and approved at an Executive Board meeting held this summer. There are several advantages to this proposal:

1. Team members will rotate automatically with Executive Board changes, providing fresh perspective each year as a new Secretary-Treasurer begins his/her tenure.
2. The set rotation will provide consistency in the strategic planning process. It will also naturally cultivate experience and expertise in strategic planning within the Executive Board.
3. The officers are very knowledgeable about the activities of EGSA, as well as any issues or challenges we are facing.
4. The planning process can be incorporated into the existing meeting structure for the officers of the organization.

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First-Time Attendees

One of our presenters at the 2013 EGSA Fall Conference said it best, "The last thing you want to do is wake up one morning and you're the wagon wheel guy... you don't want to be the wagon wheel guy, or the buggy whip guy." No one wants to be THAT guy!

Certainly no one wants to be stale, or considered old hat or be 10 seconds behind the great idea! One of the perks to being part of a proactive organization like EGSA is having your finger on the pulse of the On-Site Power Industry!

Providing member value has been the ultimate goal for 48 years, and we are making great strides with events of this caliber! From best practices to networking, EGSA aims to continue the forward momentum!



Monday's Speaker Line-Up: Lt. Col. Rob "Waldo" Waldman, John D. Sisson (Rainmaker Associates, LLC) and Paul Hanson (ComAp, LLC)

In addition to hosting some of the most active members of the on-site power community, EGSA developed a very memorable speaker slate throughout the 3-day event. On Monday, we kicked off the General Session with Lt. Colonel "Waldo" Waldman. Waldo helped "push it up" as our keynote speaker by providing a great presentation on what it takes to be a wingman. From trusting your colleagues to being accountable, Waldo was dynamic and relevant!



Debra Laurents,
2013 EGSA President

Next, Customer Relationship Management (CRM) expert, John Sisson, of Rainmaker Associates, LLC gave our EGSA audience the rundown of technologies

available, translating business processes into technology in a meaningful way, as well as how CRM can be leveraged in the business world today.

Monday's program wrapped up with a Bi-Fuel presentation by Paul Hanson of ComAp, LLC, which provided a great overview on Dual Fuel, as well as the pros and cons.

On Tuesday, we reached the pinnacle with the Executive Leadership Summit, a truly epic industry presentation! The article on pages 27-33 showcases what our members thought of this full-day Summit. EGSA was overwhelmed by the feedback this opportunity yielded for us collectively! Thanks to everyone who made it a success!

As President Laurents reported in "From the Top" (on page 7), EGSA Committees are also making great strides and providing impressive branding for EGSA. The Strategic Long Range Plan (SLRP) update is also coming along nicely, with the responsibility for updating the plan shifting from the SLRP volunteer committee to a leadership function of the Executive Board.

Notable Fun and Great Weather Too!

One of our goals as an association is to not only work hard, but to also have fun!

There were several notable social receptions held during the event. The first was our annual President's Reception, sponsored by **John Deere Power Systems**. This event is the formal kick-off for the event and had close to 300 people there to make the first night special!

The EGSA Awards Banquet & Reception was also one of the highlights for fun, hosted by **Clariant Corp.** and **Kickham Boiler**. One of 3 platinum sponsors,



EGSA New Members



Ed Murphy, 2013 EGSA Vice President and
EGSA Communications & Convention Committee Chair
gave an impactful introduction in Bellevue.

The EGSA Fall Conference was everything we billed it as and more! The event was hosted in Bellevue, WA at the Hyatt Regency with a record-breaking 360 attendees who joined EGSA in the northwest for our "Summit in Seattle." If you weren't able to attend, you missed the handy USB, sponsored by **Kohler Power Systems** (also one of our platinum sponsors).

Here are some of the highlights you missed, and just like moss not growing on a rolling stone, if you would like to access these materials, don't delay:

The Fall Conference USB/Memory Stick Included

EGSA Member Prospective Video:

Seeking a handy tool to explain EGSA membership to your colleagues? This 7 minute video includes brief overviews on our educational products, our certification program and includes member testimonials. To view the video please visit:

www.youtube.com/watch?v=N9BIqPrpM8U

EGSA Member logos:

EGSA Member logos – How about adding the "Proud Member" logo to the bottom of your email correspondence? Perhaps place it in your next advertisement? EGSA has provided all of the logos you will need in one place! If you missed the USB, please download them from here on the EGSA website: egsa.org/Membership.aspx.

Fall Conference Speaker Presentations:

The final speaker presentations are located here:

<http://www.egsa.org/fall/CONFERENCE/Speakers.aspx>



MTU Onsite Energy brought back the Photo Booth and our members had a great time posing with props and friends!

OmniMetrix LLC brought the 80's back with local entertainment, Rewind, and **Doosan** sponsored the dessert that evening.

Our Closing Reception was also a big hit, sponsored by **Enovation Controls by Murphy**. This informal reception showcased our fishing and golf tournament winners and well as a good way to say our goodbyes!

Several EGSA Member companies contributed to keeping attendees organized and informed during the 3-day event:

- ASCO sponsored the event registration bags;
- Altronic LLC sponsored the attendee portfolio organizers;
- L-3 Westwood sponsored the badge holders;
- Power Systems Research, Inc. sponsored the refillable water bottles for everyone; and
- Pritchard Brown sponsored the "Event at a Glance" Signage.

We also had several website advertisers for the event that we'd like to recognize:

Emergency Systems Service Co.; Enovation Controls by Murphy; GenTech; Global Power Components; and Nixon Power Services each purchased web banners to help offset costs.

2013 EGSA Fall Conference Photos:

Check out the great photos taken in Bellevue, WA! With 360 attendees, you are bound to know a few faces!

<http://egsa.org/MeetingsbrTradeShows/FallConference.aspx> ■



1: Vaughn Beasley, John Kelly, Jr., Bob Hafich, Herb Whittall 2: Greg Linton, Ron Hartzel 3: Lanny & Trudy Slater 4: Debra Laurents, Lt. Col. Rob Waldman 5: Katie Evans, Michael & Pauline Pope 6: Vaughn Beasley, Jalane Kellough, Michael Pope, Bob Hafich, Ed Murphy, Debra Laurents 7: Mike Flynn, Jonathan Van Dorn 8: Dwight Wells, Al Prosser, Curt Chesler 9: John Garcia & Lt. Col. Rob Waldman 10: Debra Laurents, Walter & Abby Petty 11: Lanny Slater & Clement Feng 12: Debbie Schilling, Steve & Barb Stoyanac 13: Jennie Davis & Brian Berg 14: Kim & Bob Hafich 15: Dan Bigelow, Brad Fennell, Kim Giles, Ken Cockerham, Samantha Todd, David Owsichak



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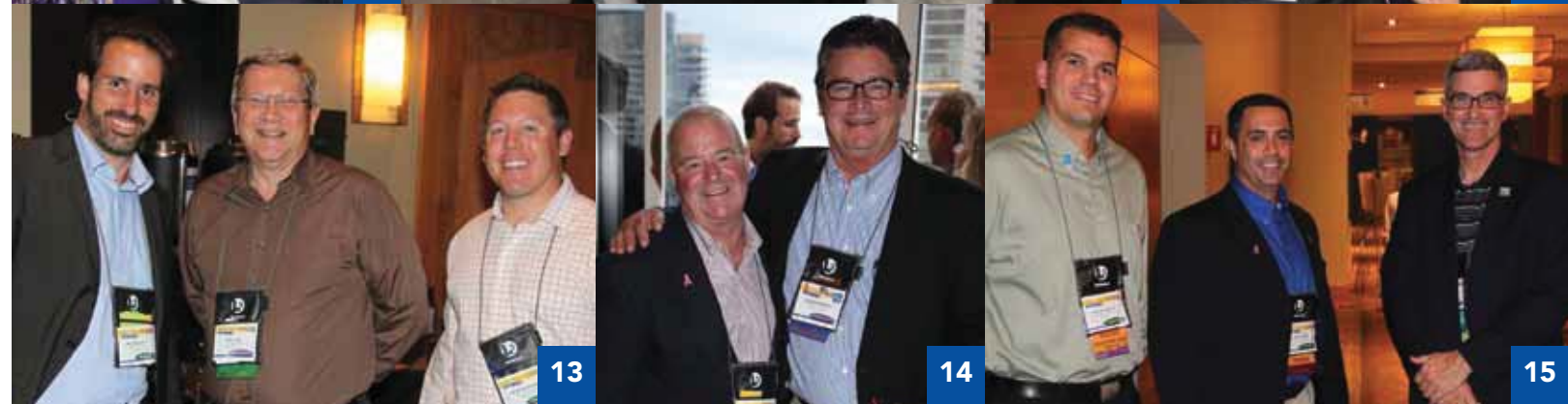
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14



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A: Tuesday's Meeting of the Members. **B:** ComRent International and HPS Loadbanks sponsored iPad Mini giveaways during the conference - winners Matthias Vogel and Bob Tanzer receive their prizes. **C:** The Exhibitor Showcase is an excellent venue for serious product and service discussions and with \$365 tabletop pricing, it's also a great bang for your buck! **D:** The Savor Seattle Tour was a hit! "Everyone was a winner on this tour," Herb Whittall reported at the Closing Reception. **E:** Three lovely spouses, Deborah Kelly, Barb Stoyanac and Nancy Whittall assisted our efforts in making sure everyone received the commemorative breast cancer pin set sponsored by **Power Search Inc.** **F:** The Fall Golf Tournament, sponsored by **Cummins Power Generation** (also a platinum sponsor) had perfect weather and picturesque views. **G:** On Monday and Tuesday, **DEIF Inc.** and **Woodward** hosted a hearty breakfast and networking opportunity prior to the general session. **H:** The EGSA Fishing Tournament, sponsored by **HOTSTART**, was a big success, with members pulling in a variety of local sushi (ahem, species). Other fishing tournament sponsors included **Girtz Industries**, **Ring Power Corp.** and **Phoenix Products**.

1: Walter & Abby Petty, Joni & Greg Walters 2: Jim McDonald, Alex Georgopoulos 3: David Owsichcek, Dave Philips
 4: Ron Schroeder, Gary Kidwell 5: Carmen Nasic, John Dutch, Kurt Summers 6: Bob Cain, Brent Beissler, Mark Bentlage
 7: Todd Lathrop, Vaughn & Leslie Beasley 8: Rodney Weimer, Bob Hafich, Charlie Habic 9: Herb Daugherty, Dennis Pearson
 10: Karen & Doyle Taylor 11: Jim Bartley, Steve Zitkewicz, Marty Peko, Jake Austin, Bob Duffy 12: Andrew Boone, David Owsichcek
 13: Matthias Vogel, Paul Feld, Kevin McKinney 14: Ed Murphy, Vaughn Beasley 15: Nolan Landes, Vito Minneci, Kurt Summers

Awards in "EGSA-lence"

While the majority of our formal awards are presented at our annual Spring Convention, several awards and accolades were presented during our Fall Conference in Bellevue! If you were not able to attend, here is a recap of what you missed!

EGSA Honors Our 2013 Outgoing Board Members:

While it is true that "all good things must come to an end," it was with great thanks and gratitude that EGSA said goodbye to our two outgoing Board of Directors who served the Association for the 2011 -2013 term. Thanks go to:

- Brian Berg, Bergari Solutions, LLC
- Larry Perez, Basler Electric Co.



President, Debra Laurents with Outgoing Directors Brian Berg and Larry Perez

2014-2016 Incoming Board Members:

Congratulations are in order for our incoming EGSA Board Members! We welcome Charlie Habic of Gillette Generators as our incoming 2014 Secretary-Treasurer, as well as Bill Kaewert of SENS (Stored Energy Systems, LLC), and Dennis Pearson of Woodward as our 2014-2016 EGSA Directors.



Charlie Habic, Bill Kaewert, Dennis Pearson

School Instructor Achievement Awards:

This Fall, we honored seven individuals for their outstanding contribution to the Association and Industry by serving as instructors at the EGSA George Rowley School of On-Site Power Generation.

Commeorative plaques were presented to these individuals for their 5 years of service to EGSA as volunteer school instructors.



President Debra Laurents recognized Jim McDonald, Harry Handlin, Mike Witkowski and Steve Stoyanac for their 5 years of service as EGSA school instructors.

Commeorative plaques were presented to these individuals for their 15 years of service to EGSA as a volunteer school instructors.



President Debra Laurents recognized Dennis Roundtree, Tim Hinde and Ole Haaland for their 15 years of service as EGSA school instructors.

1: Mike Osenga, Katie Evans, Kyle Tingle 2: Darlene & Gary Kidwell 3: Jit Roop, Tim Hess 4: Eric Rhodes, Nathan Parker
5: Luke Jaynes, Stephan Achs, Seth Churches 6: Joe Szmajda, Shawn Wattles, Cory Fones 7: Debbie Schilling, Steve Petrouske,
Edwin Noma 8: Kyle Tingle, Greg Bickham, & Rob Doud 9: Vince Cialdini, Terry Strange 10: Grace & Jeff Thompson
11: Jeff Maggied, Gary Johansen, Greg LaLiberte, Debra Laurents, Scott Strudwick, Randy Engelmann, Jim O'Rourke, Terry Seger
12: John Kelly, Jr., Leslie, Mac, Bill & Jennifer Pafford 13: Bob & Peggy Piske 14: Michelle Reed, Brian VenHorst





The Summit Summary, We "Pushed it Up" in Seattle!



For a recap of this portion of the EGSA Fall Technical & Marketing Conference, Powerline writers decided to put the pen down because no singular person could be held accountable for accurately reporting from all angles on this inspiring Summit. Besides, who better to recap and summarize than our association members who were there?

We have dedicated the next few pages to let your voices tell the story of the Executive Leadership Summit (ELS). We also hope that if we didn't approach you as a reporter, that you will still take the time to provide your own feedback!



The Back Story

Were you aware that the idea for the Executive Leadership Summit was initiated by one of our members at-large last year? Rick Morrison, of Nixon Power Services Co. (an incoming EGSA Board Member at that time) spoke with several key people after the EGSA Fall Conference in Milwaukee, WI. He then consulted with our current President at that time, Michael Pope on the proper way to take his idea to the top (Summit!).

Rick followed EGSA protocol and drafted a recommendation to the Distributer Dealer Committee, who then blessed the idea and moved it along for Board-level approval.

Once the idea was approved, EGSA asked and received commitments from each of the 5 largest generator set manufacturer's senior executives:

- Bob Koval, Electric Power General Manager Investor Projects, Caterpillar, Inc.
- Gary Johansen, Executive Director, Worldwide Engineering, Cummins Power Generation
- Aaron Jagdfeld, President/CEO, Generac Power Systems
- Larry Bryce, P.E., President, Kohler Power Systems
- Matthias Vogel, Vice President, Global Sales, MTU Onsite Energy.

In addition, Mike Osenga, President of Diesel & Gas Turbine Publications and Publisher of Diesel Progress/Diesel Progress International, served as our moderator, as well as a member of the ELS Working Group.

By the time we got to Sarasota last March, we had a mission, a panel, a moderator and a working group!

Debra Laurents, our 2013 EGSA President, unveiled the ELS in her welcome address there. She announced the panel and urged all members present to submit their questions for consideration.



*Executive Leadership Summit Panelists and Moderator:
(Left to Right) Bob Koval, Matthias Vogel, Aaron Jagdfeld,
Larry Bryce, P.E., Mike Osenga (Moderator) and Gary Johansen*

The ELS Working Group was formed with Michael Pope, EGSA 2013 Immediate Past-President serving as Chair. Other members of the ELS Working Group included:

- Armand Visioli of ASCO Power Technologies;
- Charlie Habic of Gillette Generators;
- Ed Murphy of Power Search, Inc.;
- Rick Morrison of Nixon Power Services, Co.;
- Kim Giles - Staff Liaison/EGSA Marketing Manager; and
- Mike Osenga of Diesel & Gas Turbine Publications, (also the moderator).

The Working Group began the “heavy lifting.” They actively solicited and collected a total of 75 questions from our members at-large, vetting them into their final format (of 12 final questions and 2 back-ups). These questions were submitted to our panel members in late July.

The ELS Working Group communicated with our panelists many times during the 6-month period between Sarasota and Seattle. Our panel (and moderator) were gracious, responsive and truly a pleasure to work with!



Here's our first report from ELS Working Group Chair, Michael Pope:

“The initial concept of the Executive Leadership Summit was certainly exciting but the big question was - “Can we pull it off?”. Ideas came quickly within our small working group and a plan was put into action. Our five Executive Leaders immediately embraced the concept and agreed to participate. Our Call for Questions brought many responses from the membership and the Working Group was able to condense these down to a manageable number for the limited available time.

We need not have worried about pulling it off; our Moderator and the Executive Leaders did it for us. They were clear, concise, frank and informative. It was a great experience just to be a part of this first-of-its-kind event in the Onsite Power Generation Industry.

Aside from value of the ELS to the members at the Fall Conference, there was another major benefit. These Executives witnessed the EGSA spirit of camaraderie within our conference; the work that is accomplished within the Committees, the networking, the educational value and concluded that they and EGSA should and can do more together to bring positive changes to improve our industry and our future opportunities. To have such support from the five major generator set builders

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will make EGSA an even stronger "Voice of the On-Site Power Generating Industry."

I sincerely thank all my fellow Working Group members, the members that took the time to submit their questions, our five Executive Leaders, our talented moderator and Kim Giles and Peter Catalfu (EGSA Staff) for making this event such a remarkable success."

The 2013 EGSA Fall Conference had record-breaking attendance of 360 attendees (of which 49 were guests of attendees). We also supported a record number of first timers to an EGSA event (91 new people!).

For those of you who were not able to attend, we videotaped the ELS. It will be available on our EGSA YouTube Channel soon. When you visit the site to check out the video, can you kindly register as a channel subscriber? It will let us know who wants to be informed as new videos emerge!

Thanks in advance to the folks herein who have helped tell the story of the ELS by giving their own unique perspective. These testimonials provide enough depth on how impactful this summit was for our members and industry...and keep those ideas coming because even a grain of sand can become a mountain one day!

The "Build Up" Lived Up to the Event!

"It was especially rewarding for me to attend the Executive Leadership Summit and personally observe Rick's idea become a reality. Nixon Power Services has been an active EGSA member since the late Sixties when our Chairman, Roger Bowman, was the first DD member to be elected to the EGSA Board of Directors. It is wonderful to see the EGSA value proposition still strong and driven by member involvement. Congratulations on an impactful and insightful program; I believe it will serve as a catalyst for additional growth within EGSA, driving increased support from key players in the power generation industry."

Ron Stanley, CEO - Nixon Power Services Co.

"The Executive Leadership Summit was a great opportunity to gain strategic insight from the major global genset manufacturers. Their direction impacts our entire industry so I think everyone who attended was impressed. I hope this is a format which EGSA supports on a regular basis."

Jim O'Rourke, Director, Power Generation Sales, Cummins NPower, LLC



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"The Executive Leadership Summit was a once in a lifetime opportunity to hear the industry leaders at the same stage in a very dynamic format. As a Cummins OEM located in Mexico, it was especially enlightening to hear the global perspectives represented."

Pablo Arena, Director General, Plantas Electricas Mexico

EGSA always pulls together a great event, and they out did themselves with The Executive Leadership Summit. I love meeting industry professionals in the relaxing setting where we can discuss issues that affect us all. The record number of first time attendees only goes to show what a great job EGSA is doing and how much the Industry needs an organization (and events) like this."

Dan Bigelow, CEO/COO, Separ Filters

"The Executive Leadership Summit was a previously 'never imagined' representation of the Generator Set Industry sitting at one table.

The presentations, views and resulting interactive dialog sessions emanating from the 'normally competing' parties was impressive and revealing of our future Industry trends.

It held everyone's attention and I am sure we hope it can be done again in the future. Very well coordinated!"

Ray Bishop, Sales Manager, D Square Energy LLC

"Relatively speaking, I am still new to EGSA. As a seismic engineer, my background is a somewhat ancillary service to the typical EGSA member. So I am still sort of a sponge, soaking up as much as I can about this Industry. The Summit surpassed its billing. The depth and breadth of the knowledge of the panel was exceptional. I feel like I was able to attend an all-star think tank of leaders in the power generation business. Thanks to EGSA for organizing the Leadership Summit. I learned a great deal about the current and future direction of On-Site Power.

Robert Simmons, PE, Seismic Source International, LLC

"It was incredible to hear the leading manufacturers in the power generation industry openly and honestly discuss the challenges and opportunities facing our businesses over the next decade."

Rodney Lee, President/COO – Bay City Electric





“The opportunity to observe an Electric Power forum with the five major generator manufacturers was priceless. Their participation epitomizes what EGSA is all about to me; making industry contacts and friends, exchanging ideas and best practices and increasing my Electric Power body of knowledge. It was also refreshing to hear that they are all willing to work with EGSA in the future to facilitate similar events.”

***Rick Hodgkins, MSM, PMP,
Assistant Sales Manager - New Engine Sales
Engineering Manager - Project Management Of-
fice, Power Systems Division- Ring Power Corp.***



“The EGSA Fall Conference is always helpful in gauging the industry activity, as we approach year end. It is a great networking event!

This year, the Executive Leadership Summit looked beyond year-end and provided credible multi-year projections by several industry leaders. It was remarkable how similar these executives see the future of our Industry. The Summit was hugely helpful to me, as I try to figure out where to steer our Electric Power Team and set long term budgets.”

***John Grant, Vice President, Power Systems,
Thompson Power Systems***



“The leadership summit was exciting. The idea of having senior executives of major Power Generation manufacturers on a panel discussion and sharing their personal views of Power Generation Industry was brilliant. There is no other place like EGSA in our Industry where you can have a panel discussion like this. The views of the executives were eye-opening and gave us a deeper understanding of some of the major challenges that our Industry will be facing in the future.”

***Babak Mohajerani, Western US Regional Sales
Manager, Thomson Technology***

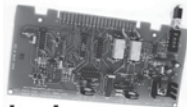
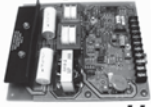
“What a great opportunity to hear the leaders of our Industry speak to their visions of the future of power generation on one stage! The vision presented on behalf of our brand made me especially proud. Thanks to each of our panelists for their active participation!”

***Chuck Gould, General Sales Manager,
Western Branch Diesel***

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"The Executive Summit was a real experience for me being in the electric power generation industry. Never would I have expected to have so many of the EPG industry's top players in the same room. Not to mention being given the opportunity to ask questions in advance. I enjoyed hearing their industry concerns and company projections. Thank you EGSA, for a job well done, definitely something to repeat in the future."

Carmen Nasic, Sales and Operations Representative, HPS Loadbanks

"The Executive Summit was a great experience seeing industry heavyweights exchanging views on relevant topics. In addition, the summit was a perfect snapshot of EGSA: people gathering with willingness to share knowledge while doing so with the intent of helping others and contributing to the overall affluence of the power generation industry."

Charlie Habic, President, Gillette Generators Inc.

"The 2013 Fall Conference once again provided attendees with relevant, motivating and thought-provoking industry insight that will help supplier and producer members effectively design, manufacture, market and service the most reliable electric generation equipment in the world. The discussion panel comprised of leaders from most producers brilliantly summarized key issues affecting manufacturers, the market, and consumer needs."

Steve Sappington, MSc, Engineering Standards Manager, EPD Diesel North America, Caterpillar, Inc.

"It was an epic program! What I found most intriguing was Aaron Jagdfeld's observation regarding sound being "the next frontier" in emissions regulations. In particular, his remark about 23 counties within a State, or 23 communities within a County, each with their distinctive requirements. This demonstrates the regulatory quandary manufacturers must deal with on a continuing basis. I found this statement validated the vital role of organizations, like EGSA, that act as a channel for disseminating regulatory information to their members. This is a driving force for why I am a member of EGSA's Codes and Standards Committee."

Brad Fennell, Vice President of Sales, Chillicothe Metal Co., Inc.

“The weakness of our electric power infrastructure combined with the increase in the number and severity of storms means that widespread power outages are only going to become worse. We at Generac are grateful to EGSA for bringing together industry leaders of all stripes to discuss how we can collectively address this reality and meet the backup power needs of consumers, business and industry.”

Clement Feng, Senior Vice President of Marketing, Generac Power Systems

“As an EGSA veteran, it was especially gratifying for me to see our team be able to experience first-hand what it means to be involved in this fine organization. MTU Onsite Energy was proud to be an integral part of such a compelling event that showcased our company and our industry! Well done, EGSA!”

Al Prosser, Director of Sales Latin and North America, MTU Onsite Energy Corporation

“As a first time participant at the EGSA Summit in Seattle, I was very impressed with the overall organization and content. It is obvious that a great deal of time and effort went into planning and implementation to ensure an effective conference that added value for all participants. EGSA does an exceptional job creating an inclusive environment that promotes knowledge sharing for the benefit of our entire industry. I am already looking forward to developing additional professional relationships and sharing industry knowledge at the next conference.”

Vito Minneci, Vice President Marketing, Kohler Power Systems

“I found the Summit to be educational as well as inspiring. As always, EGSA provided a great opportunity to network with others in the Industry. The committees and educational forums are great venues to assist in knowledge and the areas that move this industry forward.”

Patrick Black, National Sales Manager- Industrial, Enovation Controls by Murphy

“With Diesel Progress covering just about anything powered by an engine, we get to watch or participate in a lot of panels and sessions such as we had in Seattle. Yet in all that, I have never seen a “gathering of eagles” like we saw at the Summit. That was as comprehensive a group of participants, representing a single industry, as we’ve had the pleasure to listen to.

Maybe even more impressive is that most times when you get people of that stature together, it becomes *Corporatespeak 101*—no one wants to say anything wrong or that could be spun to a competitor’s advantage, so in the end they say little or nothing.

Not true with the ELS. I thought all five speakers were open, interesting, intriguing, relatively forthright and provided excellent insight about the state of electrical power generation in North America in September, 2013. Their points of view were all different enough that it did not sound, at all, like five versions of the same speech.

And in the end, what more can you expect from five industry leaders in front of a couple of hundred people from that industry—mostly competitors?

Well done all the way around and kudos to EGSA for being able to pull something like this together. Mark me *Speechless in Seattle* (sorry).”

**ELS Moderator: Mike Osenga,
President Diesel & Gas Turbine
Publications, Publisher
Diesel Progress/Diesel
Progress International**



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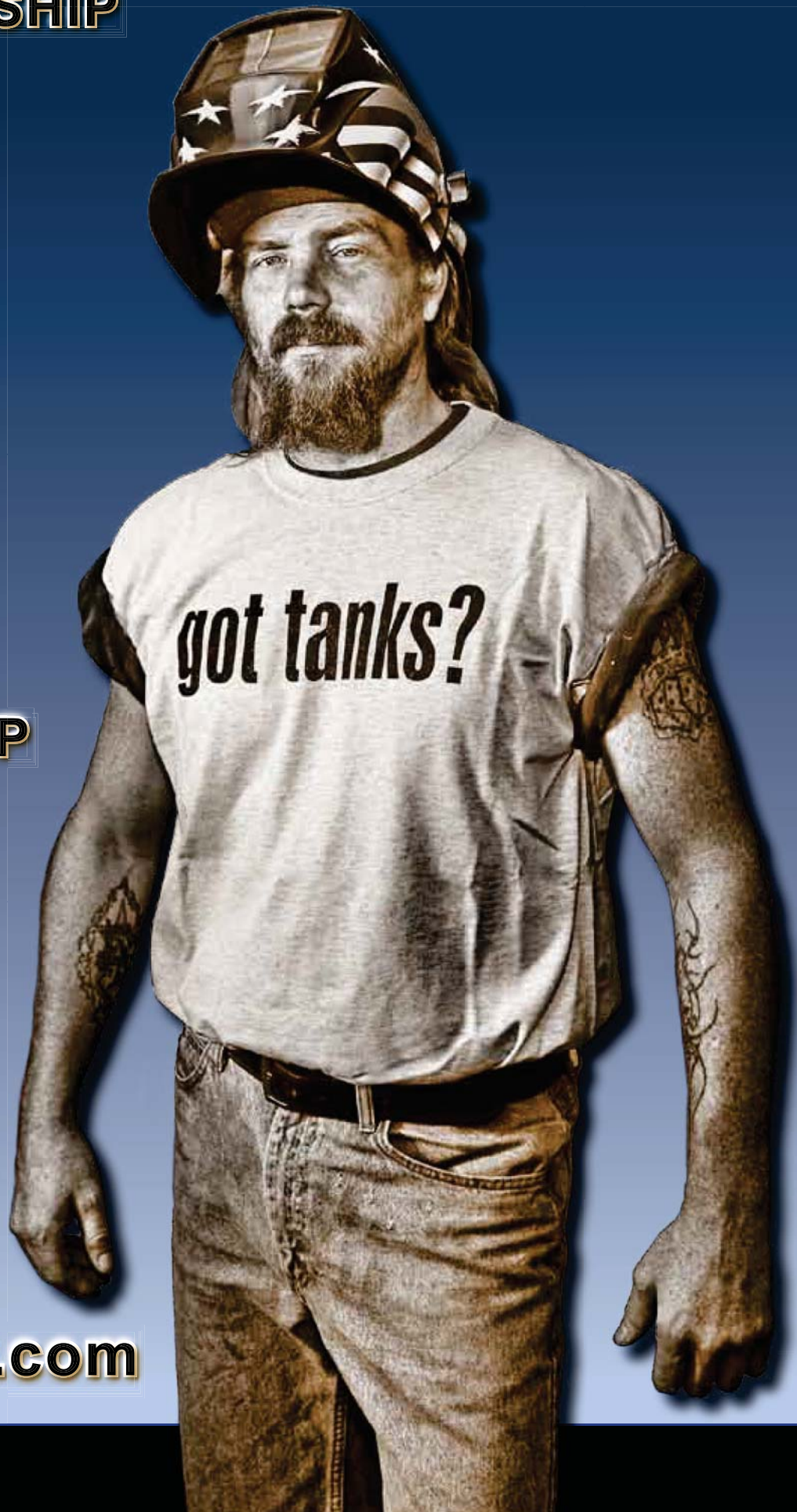
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Power Generation Market Pulse Report – Fall 2013

By Joe Zirnhelt, Power Systems Research

Report Objective

The EGSA Market Trends (MT) Committee annually (every August) surveys the EGSA membership on how their business is performing and their power generation market opinions.

Survey results are intended to provide member companies with a “pulse” or sense of the On-Site Power Industry at-large and an opportunity to compare their impressions with other EGSA Member companies. Survey results are neither designed, nor intended, to include or provide price sensitive or competitive data.

Survey Methodology

An email invitation to participate was sent to more than 2000 primary and secondary contacts at EGSA member companies for whom email addresses are on file. As an incentive to participate, EGSA offered those who completed the survey a chance to win a \$200 gift card. The winner was chosen by random drawing from those EGSA members who completed the survey and included contact information.

Survey Results and Conclusions

A copy of each question, along with a chart or graph illustrating the distribution of responses, may be found in the pages following. Pertinent comments and MT Committee observations concerning each question's results also are included.

The 70 survey respondents represented a wide cross section of the EGSA membership. Survey responses displayed a good distribution of the data. For purposes of reference and without comment, data from the 2012 survey is represented by orange colored bars on the charts. Questions 12-13 were not included in the 2012 survey, so there is no comparative data.

The MT Committee Noted a Number of Conclusions From the Survey, Including:

- EGSA Members expect the 2013 power generation market to finish above 2012 levels. Thirty-nine (39) of 66 respondents or 59% reported growth in 2013 year-to-date power generation related sales over 2012; Seventeen (17) respondents or 26% indicated relatively flat sales in 2013 year-to-date; and 10 respondents (15%) indicated sales in 2013 have declined from 2012 levels.
- Forty-five (45) of 66 respondents or 68% anticipate growth in 2014 power generation-related sales compared to 2013; an additional 19 respondents (29%) anticipate relatively flat sales with only 2 respondents (3%) forecasting declining sales.
- Employee staffing levels over the **past 6 months** reflect a relatively flat market amongst EGSA member companies. Almost half (47%) reported relatively no change in staffing levels over the past 6 months; 44% reported increases in employee numbers; 9% of respondents indicated employee reductions.
- Thirty-six (36) of 67 respondents or 54% anticipated employee staffing levels to remain relatively flat to plus/minus 3% over the **next 12 months**. Twenty-six (26) of 67 respondents or 39% are anticipating increases in employee staffing level in the range of 4-10%.
- Key market segments for EGSA Members participating in the survey as reflected by those with a high percentage of importance ranking of 1, 2, 3 included: Data Center, Healthcare, Other Commercial Facilities and Military/Government. The main difference from the 2012 results is that Oil & Gas segment was displaced by Military/Government.

The Market Trends Committee

Chaired by Kyle Tingle of John Deere Power Systems, the Market Trends Committee provides EGSA with a forum in which market trends and other market data closely related to the power generation industry may be discussed in a way that benefits the Association and its members.

Beyond discussion, the Committee has the responsibility and ability to develop and make recommendations to the Board of Directors regarding programs and methods for the compilation of statistical information. The Committee focuses on complete power generation packages as well as component level trends to enhance the Association's market knowledge of trade, product sales, growth rate, emerging technologies, economic trends, market forecasts and other statistical data in an effort to assist Association members in accomplishing their objectives.

The Committee recently offered all EGSA Members an opportunity to participate in the 2013 Power Generation Market Survey to gauge members' impressions concerning current business conditions relating to the genset industry. As a courtesy to our members, EGSA has produced this summary of the survey results. For more information about the survey or the Market Trends Committee, contact Kyle Tingle at TingleKyle@johndeere.com.

EGSA does not require any respondent to provide proof of income, sales volume or company size via supporting data or third party verification.

EGSA makes no claims regarding the statistical accuracy of the survey's results as they relate to current or future real world economic conditions. EGSA makes no claims or recommendations concerning the use of this survey's results for marketing or sales projections. As designed and conducted, this survey is strictly intended to gauge impressions concerning company performance as well as current and short term future market conditions across the entire range of EGSA membership.



MARKET PULSE SURVEY

- The outlook for 2014 includes a continued shift towards a greater percentage of sales attributed to Tier 4 product. In 2013, thirty percent (30%) of respondents indicated that Tier 4 product will account for greater than 20% of power generation related sales; in 2014 this same figure is expected to increase, with thirty-seven percent (37%) of re-

spondents expecting Tier 4 product to account for greater than 20% of power generation related sales.

- There is a trend towards gaseous fuel applications accounting for a greater share of respondents' non-residential business. In total 35 of 53 respondents (66%) mentioned that gaseous fueled applications account for at least 10% of

their 2013 sales. We see a slightly more optimistic view for gaseous fuels in 2014 with 39 of 53 respondents (74%) mentioning that gaseous fueled applications are expected to account for at least 10% of their 2014 non-residential business.

QUESTION 1

Which of the following best describes your company type?

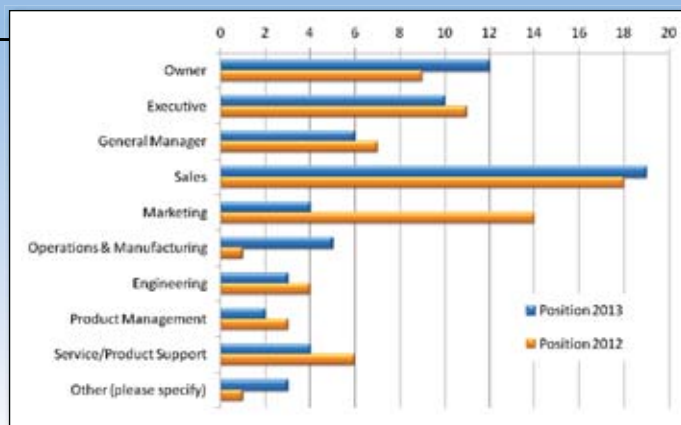
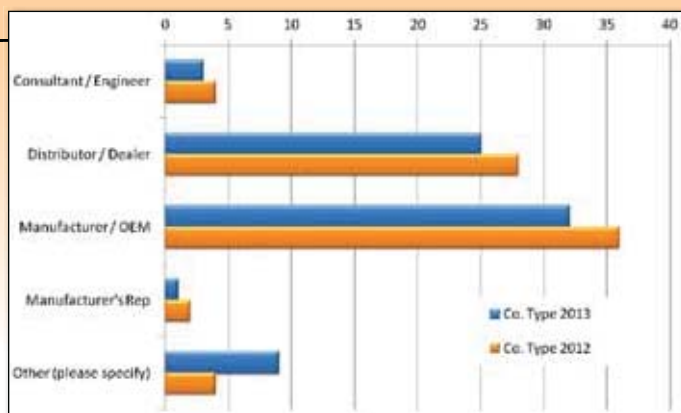
1. Consultant / Engineer
2. Distributor / Dealer
3. Manufacturer / OEM
4. Manufacturer's Rep
5. Other

2013 Comment

Fifty-seven (57) of 70 survey respondents (81%) were represented as Distributor / Dealer or Manufacturer / OEM companies.

2012 Comment

Sixty-four (64) of 74 survey respondents (86%) were represented as Distributor / Dealer or Manufacturer / OEM companies.



QUESTION 2

Which of the following best describes your position?

1. Owner
2. Executive
3. General Manager
4. Sales
5. Marketing
6. Operations & Manufacturing
6. Operations & Manufacturing
7. Engineering
8. Product Management
9. Service / Product Support
10. Other

2013 Comment

Twenty-eight of 68 respondents (41%) were in executive management positions.

Nineteen of 68 respondents (28%) were in a sales related position.

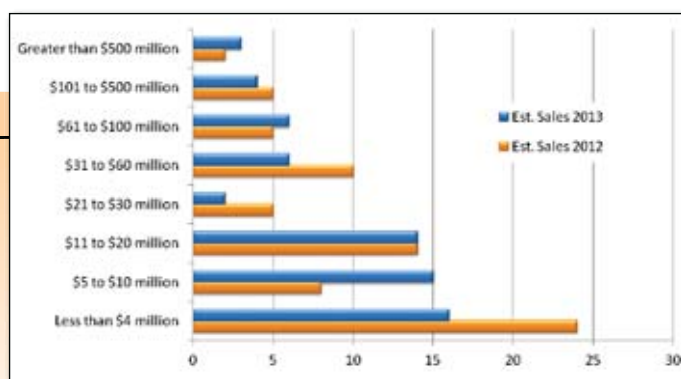
Four of 68 respondents (6%) were in marketing.

2012 Comment

Twenty-seven of 74 respondents (37%) were in executive management positions.

Eighteen of 74 respondents (24%) were in a sales related position.

Fourteen of 74 respondents (18%) were in marketing.



2013 Comment

Forty-seven percent (47%) of respondents reported they had less than \$10 million in power generation related sales in 2012 with 24% of the total reporting in the "Less than \$4 million" category compared to 33% in last year's survey.

QUESTION 3

What were your **estimated** power generation related sales in 2012?

- | | |
|-----------------------|----------------------------|
| Less than \$4 million | \$31 to \$60 million |
| \$5 to \$10 million | \$61 to \$100 million |
| \$11 to \$20 million | \$101 to \$500 million |
| \$21 to \$30 million | Greater than \$500 million |

2012 Comment

Forty-four percent (44%) of respondents reported they had less than \$10 million in power generation related sales in 2011 with 33% of the total reporting in the "Less than \$4 million" category.

QUESTION 4

Which of the following best describes your company's **anticipated** 2013 power generation related sales growth (or decline) over 2012?

1. Greater than 51%
2. 31% to 50%
3. 21% to 30%
4. 11% to 20%
5. 4% to 10%
6. +/- 3% (Relatively flat)
7. -4% to -10%
8. -11% to -20%
9. -21% to -30%
10. -31% to -50%
11. -51% or more

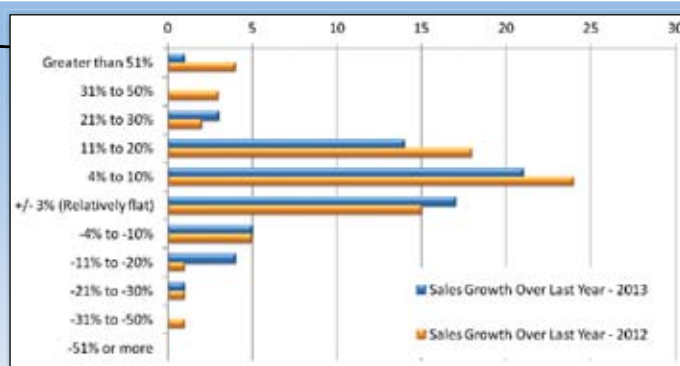
2013 Comment

A total of 39 of 66 respondents (59%) reported growth in 2013 year-to-date power generation related sales over 2012.

A total of 17 respondents (26%) reported relatively flat sales in 2013 year-to-date in comparison to 2012.

Ten (10) of 66 respondents (15%) indicated sales in 2013 have declined from 2012 levels.

10% less respondents reported growth (4% or greater), shifting down to flat or declining sales for current year.

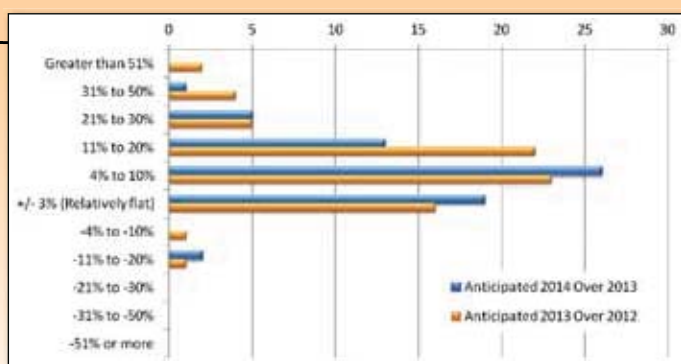


2012 Comment

A total of 51 of 74 respondents (69%) reported growth in 2012 year-to-date power generation related sales over 2011.

A total of 15 respondents (20%) reported relatively flat sales in 2012 year-to-date in comparison to 2011.

Eight (8) respondents (11%) indicated sales in 2012 have declined from 2011 levels.



2013 Comment

A total of 45 respondents (68%) anticipate growth in 2014 sales levels.

A total of 19 respondents (29%) anticipate relatively flat sales in 2014 in comparison to 2013.

Only 2 respondents anticipate negative sales in 2014.

Overall there is less optimism surrounding the outlook for the upcoming year as compared to a year ago.

QUESTION 5

Which of the following best describes your company's **anticipated** 2014 power generation related sales growth (or decline) over 2013?

1. Greater than 51%
2. 31% to 50%
3. 21% to 30%
4. 11% to 20%
5. 4% to 10%
6. +/- 3% (Relatively flat)
7. -4% to -10%
8. -11% to -20%
9. -21% to -30%
10. -31% to -50%
11. -51% or more

2012 Comment

A total of 56 respondents (76%) anticipate growth in 2013 sales levels.

A total of 16 respondents (22%) anticipate relatively flat sales in 2013 in comparison to 2012.

Only 2 respondents anticipate sales in 2013 to decline in the range of -4% to -10%.

QUESTION 6

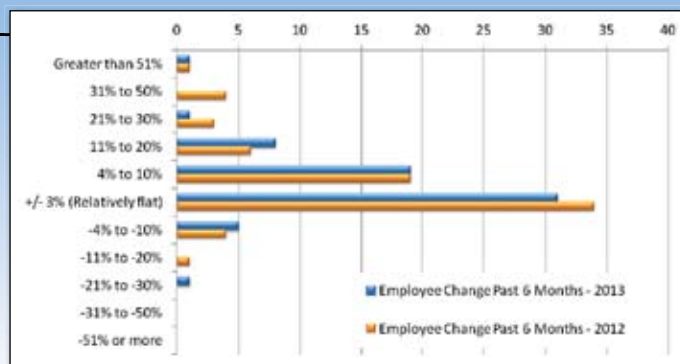
Which of the following best describes your company's employee growth (or reduction) in the **past 6 months**?

1. Greater than 51%
2. 31% to 50%
3. 21% to 30%
4. 11% to 20%
5. 4% to 10%
6. +/- 3% (Relatively flat)
7. -4% to -10%
8. -11% to -20%
9. -21% to -30%
10. -31% to -50%
11. -51% or more

2013 Comment

Twenty-nine of 66 respondents (44%) reported employee increases with 31 of 66 (47%) reporting relatively flat employee growth over the past 6 months.

Six of the 66 respondents (9%) reported employee reductions.



2012 Comment

Thirty-three of 72 respondents (46%) reported employee increases with 34 of 72 respondents (47%) reporting relatively flat employee growth over the past 6 months.

Five of the 72 respondents (7%) reported employee reductions.

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QUESTION 7

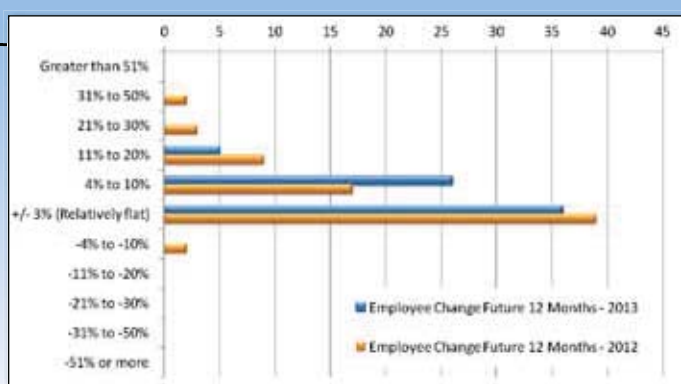
Which of the following best describes your company's employee growth (or reduction) in the **next 12 months**?

1. Greater than 51%
2. 31% to 50%
3. 21% to 30%
4. 11% to 20%
5. 4% to 10%
6. +/- 3% (Relatively flat)
7. -4% to -10%
8. -11% to -20%
9. -21% to -30%
10. -31% to -50%
11. -51% or more

2013 Comment

Thirty-six of 67 respondents (54%) anticipated employee staffing levels to remain relatively flat over the next 12 months.

Twenty-six of 67 respondents (39%) are anticipating increases in employee staffing level in the range of 4-10%.



2012 Comment

Thirty-nine of 72 respondents (54%) anticipated employee staffing levels to remain relatively flat over the next 12 months.

Seventeen of 72 respondents (24%) are anticipating increases in employee staffing level in the range of 4-10%.

Please rank the following markets 1 to 10 in the order of their importance to your company with "1" being the most important and "10" being the least important.

	1	2	3	4	5	6	7	8	9	10	Response Count
Residential	5	5	2	2	3	4	4	7	2	25	59
Healthcare	7	10	11	6	6	1	5	5	6	2	59
Rental/Towable	5	3	4	6	13	5	5	5	4	4	54
Telecom	2	7	4	8	8	7	13	6	0	0	55
Marine	5	2	4	5	2	9	3	11	6	12	59
Oil & Gas	5	4	4	11	6	9	5	3	8	5	60
Renewable	3	3	4	5	4	5	7	7	16	7	61
Data Center	14	15	9	4	2	2	4	6	5	0	61
Military/Govt	5	8	8	6	9	9	5	4	4	2	60
Other Comm. Facilities	10	6	9	5	8	6	7	4	7	2	64
answered question											65
skipped question											3

2013 Comment

Key market segments for EGSA members participating in the survey as reflected by an importance ranking in the "Top" category of 1, 2, 3 included Data Center, Healthcare, Other Commercial Facilities and Military/Government. The least important segments included residential, marine and renewables.

2012 Comment

Survey results indicated that Data Center, Other Commercial Facilities, Oil & Gas and Healthcare were the most important segments, while residential and marine were deemed the least important to survey respondents.

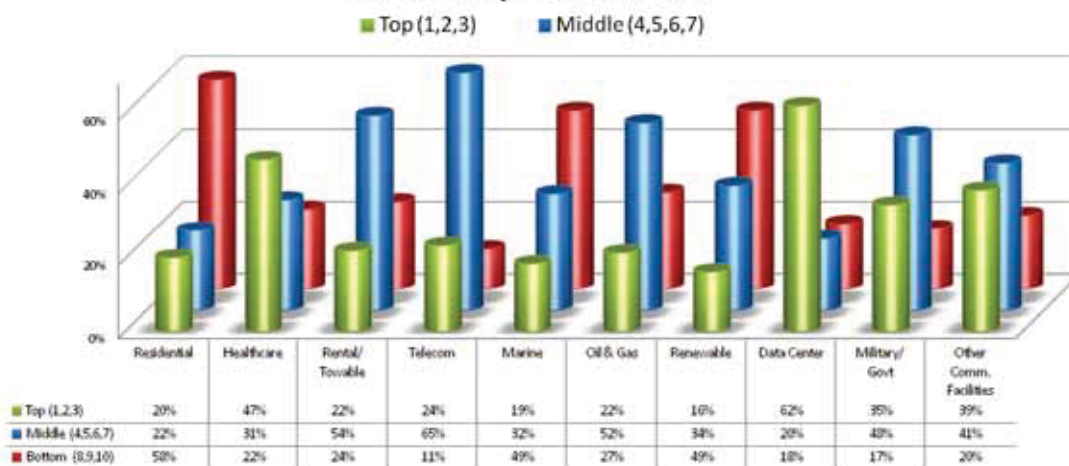
QUESTION 8

Please rank the following markets 1 to 10 in the order of their importance to your company with "1" being the most important and "10" being the least important.

1. Residential
2. Healthcare
3. Rental / Towable
4. Telecom
5. Marine
6. Oil & Gas
7. Renewable
8. Data Center
9. Military / Government
10. Other Commercial Facilities

The market importance level indicates where EGSA members focus their engineering, sales and marketing efforts. Please note that these levels are "of the moment" and do not necessarily indicate a company's ongoing or future marketing strategy.

Market Importance Level



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QUESTION 9

Please indicate your company's **estimated** 2014 power generation sales growth (or decline) over 2013?

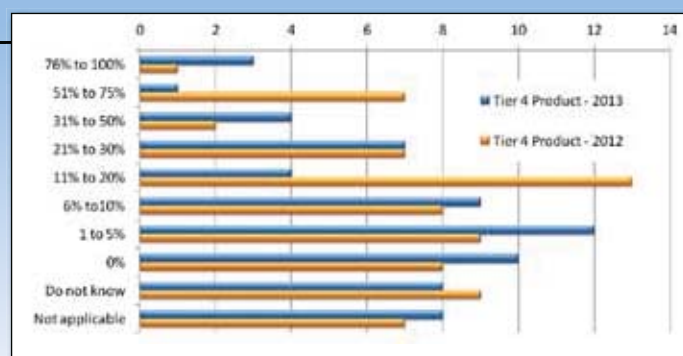
1. Residential
2. Healthcare
3. Rental / Towable
4. Telecom
5. Marine
6. Oil & Gas
7. Renewable
8. Data Center
9. Military / Government
10. Other Commercial Facilities

The outlook for 2014 by market segment reveals a close correlation to the market segments that were of top importance. The following are the percentage of total responses, by market segment, indicating a positive outlook for 2014 (in descending order):

Data Center	70%	Rental/Towable	45%
Other Comm. Facilities	62%	Military/Govt.	37%
Healthcare	53%	Residential	34%
Telecom	47%	Renewable	27%
Oil & Gas	47%	Marine	25%

Please indicate your company's estimated 2013 power generation sales growth (or decline) over 2012.

	Greater Than 50%	31% to 50%	21% to 30%	11% to 20%	4% to 10%	+/-3%	-4% to -10%	-11% to -20%	-21% to -30%	-31% to -50%	-51% or worse	N/A	Response Count
Residential	0	2	1	7	11	27	1	1	0	0	0	12	62
Healthcare	1	3	1	10	18	24	3	0	0	0	0	2	62
Rental/Towable	0	2	1	12	13	29	2	0	0	0	0	3	62
Telecom	0	0	4	8	17	27	3	0	0	0	0	3	62
Marine	0	0	0	3	13	21	5	1	0	0	0	20	63
Oil & Gas	1	0	6	6	16	23	1	0	0	0	0	9	62
Renewable	0	1	2	2	12	26	4	1	0	0	0	14	62
Data Center	0	2	2	11	29	14	3	0	0	0	0	2	63
Military/Govt	0	0	3	7	13	31	3	0	2	0	0	4	63
Other Comm. Facilities	1	1	3	12	22	19	1	0	0	0	0	4	63
answered question													69
skipped question													5



2013 Comment

Considering only responses other than "Not applicable" and "Do not know", 19 of 50 respondents (38%) indicated that Tier 4 (Interim or Final) product accounted for at least 10% of their 2013 power generation business year-to-date.

QUESTION 10

What percentage of your 2013 power generation related business is Tier 4 (Interim or Final) product?

1. 76% to 100%
2. 51% to 75%
3. 31% to 50%
4. 21% to 30%
5. 11% to 20%
6. 6% to 10%
7. 1 to 5%
8. 0%
9. Do not know
10. Not applicable

2012 Comment

Considering only responses other than "Not applicable" and "Do not know", 30 of 55 respondents (54%) indicated that Tier 4 (Interim or Final) product accounted for at least 10% of their 2012 power generation business year-to-date.

QUESTION 11

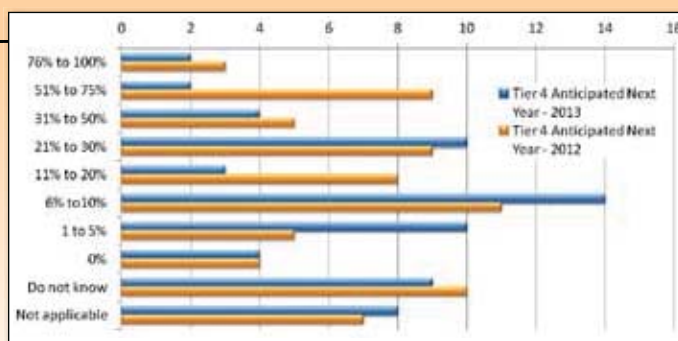
What percentage of your 2014 anticipated power generation business is Tier 4 (Interim or Final) product?

1. 76% to 100%
2. 51% to 75%
3. 31% to 50%
4. 21% to 30%
5. 11% to 20%
6. 6% to 10%
7. 1 to 5%
8. 0%
9. Do not know
10. Not applicable

2013 Comment

Again, considering only responses other than "Not applicable" and "Do not know", the outlook for 2014 indicates an expected shift towards a greater percentage of sales attributed to Tier 4 (Interim or Final) product.

While 38% of respondents reported 2013 sales of Tier 4 (Interim or Final) product to account for at least 10% power generation business year-to-date, this figure increases to 43% of respondents expecting Tier 4 to account for at least 10% of 2014 power generation sales.



2012 Comment

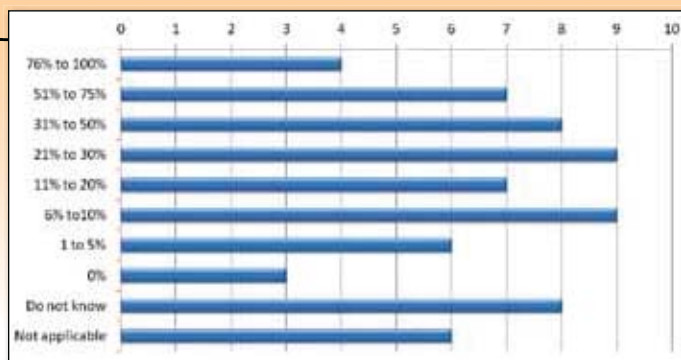
Again, considering only responses other than "Not applicable" and "Do not know", the outlook for 2013 indicates an expected shift towards a greater percentage of sales attributed to Tier 4 (Interim or Final) product.

While 54% of respondents reported 2012 sales of Tier 4 (Interim or Final) product to account for at least 10% power generation business year-to-date, this figure increases to 63% of respondents expecting Tier 4 to account for at least 10% of 2013 power generation sales.

QUESTION 12

Considering only non-residential related business, what percentage of your 2013 power generation related sales is attributed to gaseous fuel applications?

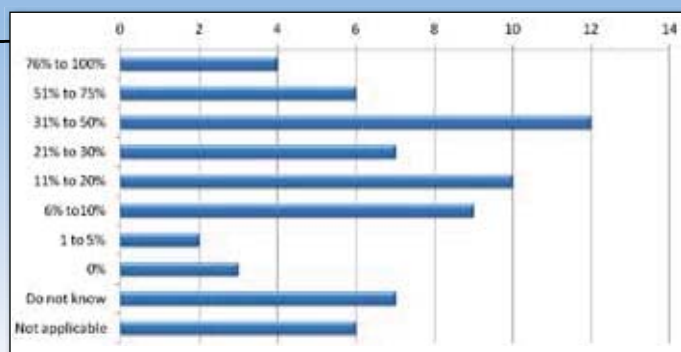
- | | |
|----------------|--------------------|
| 1. 76% to 100% | 6. 6% to 10% |
| 2. 51% to 75% | 7. 1 to 5% |
| 3. 31% to 50% | 8. 0% |
| 4. 21% to 30% | 9. Do not know |
| 5. 11% to 20% | 10. Not applicable |



2013 Comment

Considering only responses other than “Not applicable” and “Do not know” - 35 of 53 respondents (66%) mentioned that gaseous fueled applications account for at least 10% of their 2013 sales.

Along those same lines 19 of 53 respondents (36%) mentioned that gaseous fueled applications account for at least 30% of their 2013 sales.



QUESTION 13

Considering only non-residential related business, what percentage of your **anticipated** 2014 power generation related sales will be attributed to gaseous fuel applications?

- | | |
|----------------|--------------------|
| 1. 76% to 100% | 6. 6% to 10% |
| 2. 51% to 75% | 7. 1 to 5% |
| 3. 31% to 50% | 8. 0% |
| 4. 21% to 30% | 9. Do not know |
| 5. 11% to 20% | 10. Not applicable |

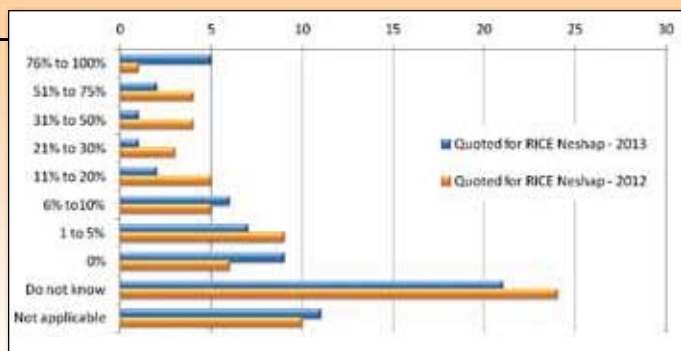
2013 Comment

Considering only responses other than “Not applicable” and “Do not know” - we see a slightly more optimistic overview for gaseous fuels in 2014 with 39 of 53 respondents (74%) mentioned that gaseous fueled applications are expected to account for at least 10% of their 2014 sales, compared to 66% of respondents for 2013.

QUESTION 14

What percentages of your affected customers have been **quoted** solutions for RICE NESHAP?

- | | |
|----------------|--------------------|
| 1. 76% to 100% | 6. 6% to 10% |
| 2. 51% to 75% | 7. 1 to 5% |
| 3. 31% to 50% | 8. 0% |
| 4. 21% to 30% | 9. Do not know |
| 5. 11% to 20% | 10. Not applicable |



2013 Comment

Approximately half (49%) of respondents to questions about RICE NESHAP either selected “Do Not Know” or “Not Applicable”. Of the other thirty-three (33) responses, the numbers relating to the percentage of affected customers who were aware or who have been quoted solutions was fairly evenly divided across the range of responses.

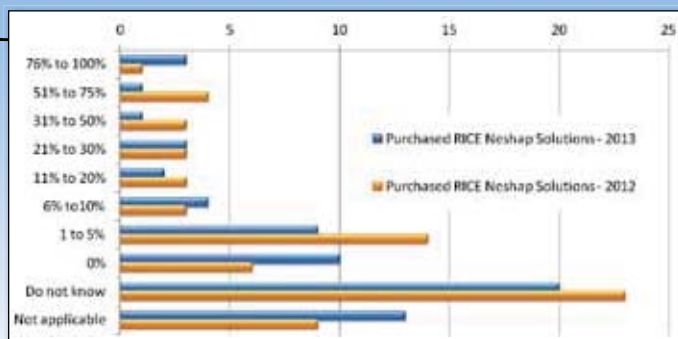
2012 Comment

More than half of respondents to questions about RICE NESHAP either selected “Do Not Know” or “Not Applicable”. Of the other thirty-seven (37) responses, the numbers relating to the percentage of affected customers who were aware or who have been quoted solutions was fairly evenly divided.

QUESTION 15

What percentages of your affected customers have **purchased** solutions for RICE NESHAP?

- | | |
|----------------|--------------------|
| 1. 76% to 100% | 6. 6% to 10% |
| 2. 51% to 75% | 7. 1 to 5% |
| 3. 31% to 50% | 8. 0% |
| 4. 21% to 30% | 9. Do not know |
| 5. 11% to 20% | 10. Not applicable |



2013 Comment

Nineteen of the 33 respondents (58%) report either none or only 1 to 5% of their affected customers have PURCHASED RICE NESHAP Solutions.

2012 Comment

Fourteen of 37 respondents (38%) report that only 1 to 5% of their affected customers have PURCHASED RICE NESHAP Solutions.

QUESTION 16

Additional comments regarding the power generation market?

1. We are hoping for another wave of customers requiring RICE NESHAP solutions. The belief being that some end users have delayed implementing solutions and will be encouraged into compliance once the EPA becomes more efficient at In-use testing.
2. We are on the switchgear side of the business. We are seeing a decline in large hospitals but a growth in small specialized treatment centers (maybe a split into healthcare over 250kW and healthcare under 250kW). Similar with data centers: large datacenters are on the decline while growth in the co-location or swing gen business model.
3. The market will see a huge shift from diesel to NG/Propane up to 400kW in the next few years.
4. Powergen will be using more of gaseous fueled gensets.
5. I love the "gaseous" questions. Something that is here to stay.

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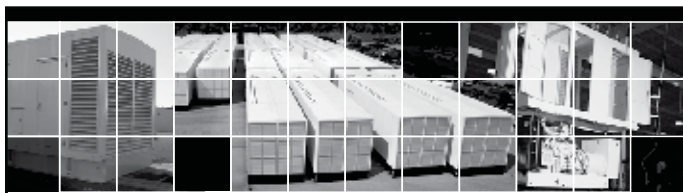
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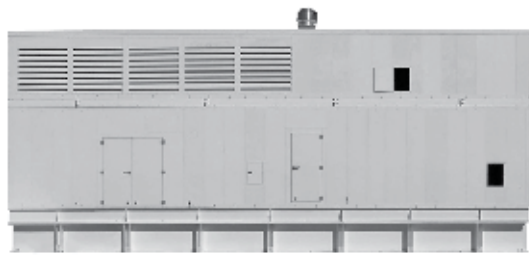
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Advances in Failure Prediction Through Remote Monitoring

By Harold Jarrett, Founder and CTO of OMNIMETRIX, LLC

Most remote monitoring systems in use today simply notify users of machine failures, such as Low Fuel, High Temperature, Dead Battery, etc. While such warning light notifications are critically important to timely correction of the problem, the unfortunate reality is that the message is announcing a failure, after the fact. In the case of a Low Oil Pressure shut down, it is likely that the oil pressure would have declined from an acceptable level, to the shut-down level over a period of time. A qualified engine technician watching a 2-psi per hour decline in operating pressure would be able to predict when the pressure would drop to the shut-down level. The challenge in developing prognostic alarming is automating the analysis process that the engine technician uses to make the shut-down prediction.

In the majority of cases, failures come from consumables such as battery, fuel, oil and coolant and their consumption may be measured by a proper remote monitoring system. Failures associated with these items typically don't occur instantaneously, but normally come from a gradual reduction in measurable levels. The generator control measures these values and implements a fail-safe shut-down to protect the engine. Prognostic analysis attempts to read these same values and alerts service organizations before the shutdown occurs.

Thanks to data-rich generator controls and high performance cellular communication, this prognostic analysis has become feasible. Such analysis requires a significant amount of performance data to provide statistically valid trends and low error rates. The core of the task is to develop a digital filter algorithm that can identify data trends from streaming inbound machine data. This can provide early detection and notification of a trend, thereby avoiding a failure. The filter function itself is designed around the known characteristics of the consumption rate.

A simple example is the starting battery on a mobile generator parked in a lot for months at a time. A weak 12V lead acid battery will self-discharge over the period of a month in a fairly linear fashion. In practice, when the battery drops to 11V, it is unlikely to start the engine. For example, assume that the rela-

tively linear discharge rate presents a discharge slope of $-0.1V$ per day. Starting at a typical 12.5V battery level after a running event, we could estimate that the battery would reach the 11V failure point in fifteen days. For a machine doing a lot of parking and not much running, the prediction is fairly obvious.

Traditionally, a valid statistical sample of collected data contains at least 30 data points. So, in the example above, if we're going to be able to dispatch service to the machine before the battery reaches the point of no return, we should detect the situation by day 10, leaving reasonable dispatch time. This suggests that our sample rate should be at least 3 samples per day. Alternatively, a rate of 10 samples per day provides the same prediction in only three days, leaving more time to manage the situation. In this case, the alarming algorithm might follow a rule of "If Time To Failure < 7 days, Then Send Alarm."

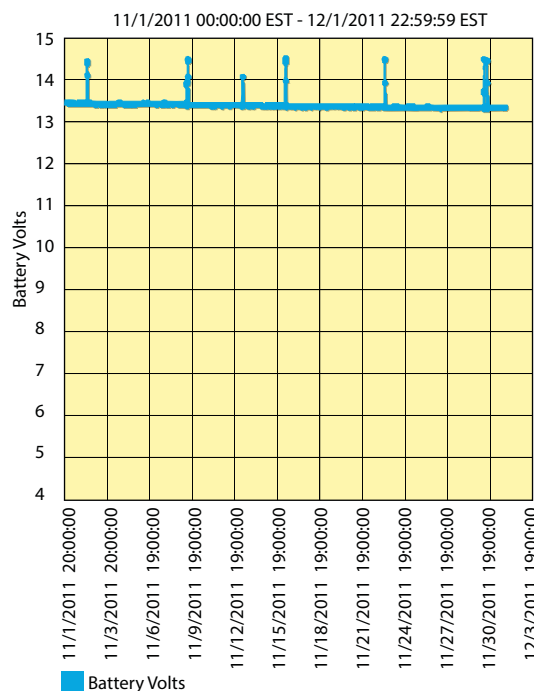


Figure 1. Normal battery over one month.

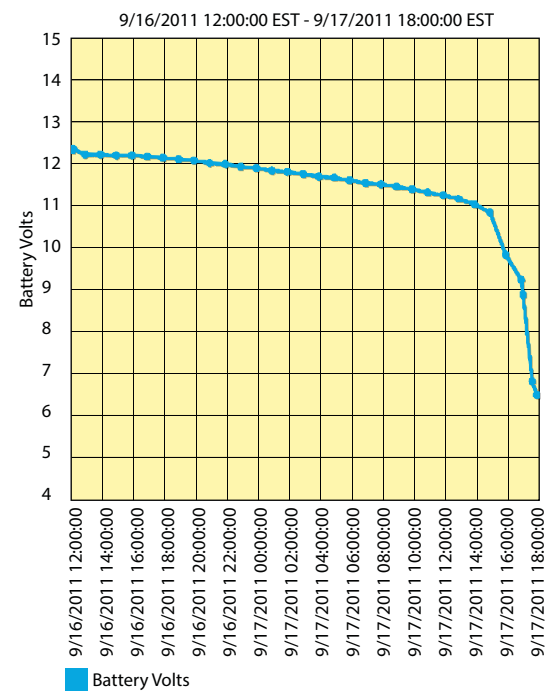


Figure 2. Battery discharge over one day.

A similar battery failure mode occurs in standby generators when the battery charger fails, perhaps from a blown fuse or a utility surge. In this case, the battery voltage from the machine typically looks like Figure 1, with the charger holding the voltage up above 13 volts and scheduled exercises pushing the voltage just above 14 volts. The exercise spikes are typically short events, and the majority of the data points are at the predictable charger level. When the charger fails, as is indicated in Figure 2, the battery begins to discharge, but at a faster rate than in the mobile generator application, since the generator control is

loading the battery. Commonly, this circumstance will deplete the battery beyond cranking within 24 hours.

To achieve prognostic failure prevention, it is necessary to implement real-time, automated data analysis of streaming data from remote machines via the remote monitoring system. This application cannot rely on human interaction, so the process must be intelligent, designed around an in-depth understanding of the consumption profile over time. Such real-time analysis is sometimes referred to as a digital filter function, where raw data streams in and analyzed data flows out. Such filter functions are designed to detect specific patterns in the data, while ignoring and suppressing other patterns.

Filtering Out the Noise

In the next example, we consider how to detect unusual fuel consumption rates before the consumption results in a shut-down. Figure 3 shows the fuel level reported from an installed generator, both normal consumption from weekly exercises, as well as an extended run time caused by a long power outage. Note that the fuel level graph looks busy, with numerous up and down ticks. This is because the generator controller delivers fuel level via Modbus in 1% increments, and the measurement quantization, including daily thermal expansion and contraction, displays in a rather coarse downward progression.

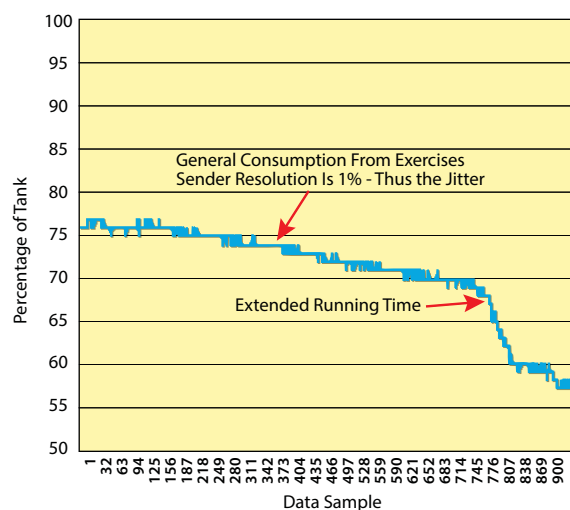


Figure 3. Fuel Consumption - normal and extended run.

In the design of the filter algorithm, we want to suppress both the short exercise consumptions and the measurement noise, as well as enhance the extended run time consumption. While the algorithm design starts with basic pattern assumptions, each parameter, such as fuel, battery and oil, has different characteristics. Figure 4 shows the output of the first attempt at programming this algorithm. While the event of interest is detectable, the ratio of the magnitude of the output signal to the background noise is unacceptably small; about 2:1.

By tuning the algorithm with better data pattern assumptions, the output signal to noise ratio is improved to better than 3:1, as shown in Figure 5. This level of performance is acceptable, but improvement may still be made.

Figure 6 shows the result of the optimized filter algorithm, where the resultant output signal to noise ratio approaches 6:1. With this kind of output quality, where the measurement noise and weekly exercises are deeply suppressed and the extended event is well enhanced, the prognostic algorithm can be put to work with expected high probability of detection of the desired

events, with low probability of false alarms.

Note that this algorithm is designed to detect downward trending values in the fuel level, so the outputs shown are graphed as negative values. While we have no reason to detect re-fueling events where the fuel level rises dramatically, such a digital filter could be implemented easily.

In summary, the goal was to produce an algorithm that can take in noisy measurements and detect known trends and patterns. The three resultant output graphs show that with proper understanding of the machine's operation, reliable early detection may be achieved.

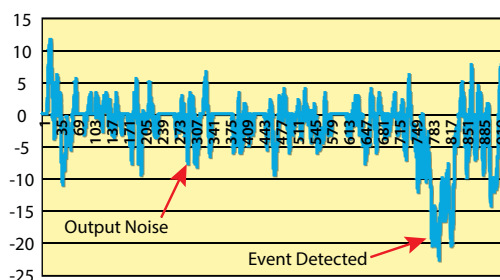


Figure 4. First attempted filter output.

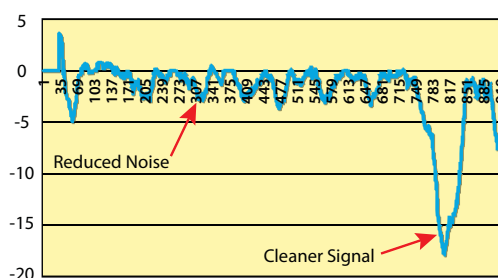


Figure 5. Improved filter output.

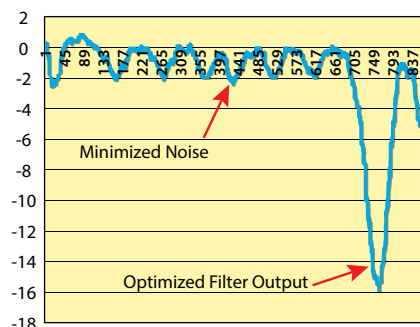


Figure 6. Optimized filter output.

The Challenge of Oil Pressure

Both the battery example and the fuel example are straightforward in concept and implementation, largely because they have "well behaved" consumption curves with manageable amounts of measurement noise. Coolant Level, has a similar consumption profile. The next example, however, is not so simple; Oil Pressure.

Like battery and fuel, oil is a consumable, and oil level is a common cause of oil pressure shut-downs. Unlike the first two, with their relatively constant values, the oil pressure measurement varies between two extremes; for example, 0 psi and 70 psi. When the engine is not running the pressure is zero. Obviously, predictive analysis on oil pressure will rely on using only the running pressures and ignoring the non-running pressures.

With a running report rate of five minutes, we can achieve a valid sample in 2.5 hours of run time, whether those running hours are continuous or split up between five weeks of 30-minute exercises. Experience indicates that it takes at least two days of run time until the pressure measurement starts to

may occur. If our detection algorithm detects the condition at noon on Monday with a pressure of 45psi and a consumption slope of 10 psi per day, and if the Oil Pressure Shutdown occurs at 25 psi, then the alert process can calculate that the shut-down will occur in two days.

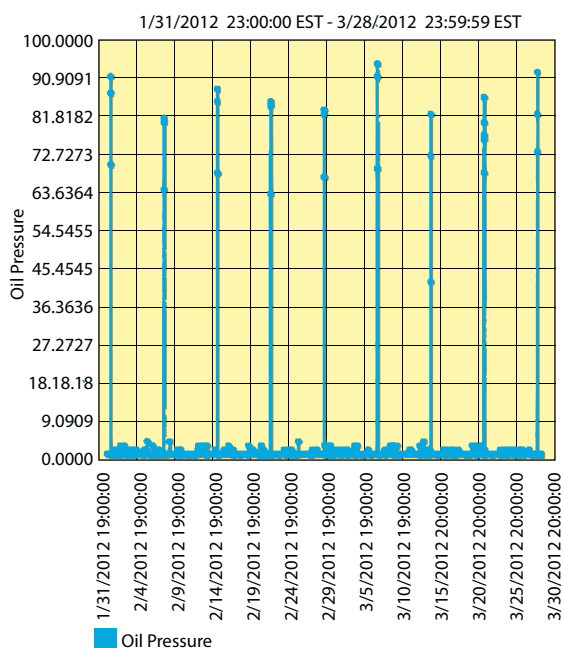


Figure 7. Raw oil pressure data - running and stopping.

decline from its normal level to arrive at the failure point. In the case of a standby machine with 30-minute exercises, the consumption-based decline from normal to failure would take more than a year, so this failure mode should be rare in a properly maintained machine. It is the extended run times during a major power outage that produce the oil pressure shut-downs. Machine owners know to concentrate on fuel replacement in the case of diesel, but they often fail to consider the oil level during refueling. Thus, having the higher report rate of five minutes during run time can provide crucial detection of oil pressure decline.

Now that the detection of known trend profiles is in hand, we can reasonably assume that an alarm message may be created resulting from a certain condition. To supplement the alert, we would like to include a prediction of when an urgent condition

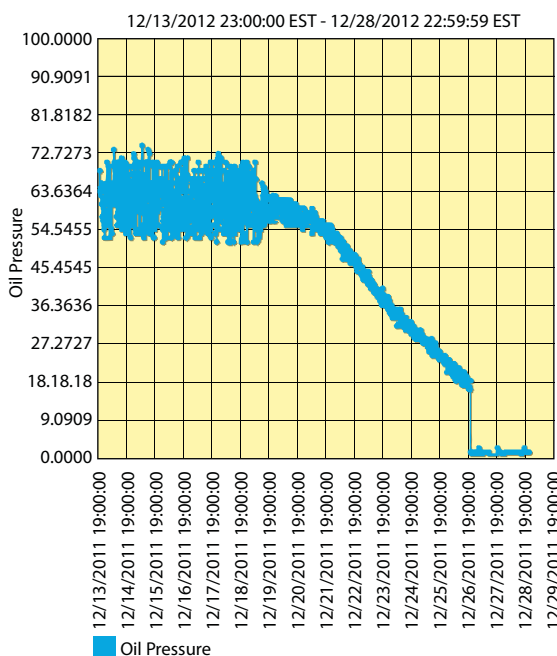


Figure 8. Oil pressure failing.

to the data, a remote monitoring system is much more efficient at handling the tasks of data collection and analysis and allows for the owner and their service technician to receive alerts immediately, from any location 24/7. ■

About the Author

Harold Jarrett is the founder and CTO of OMNIMETRIX, LLC, the leading provider of sophisticated cellular generator monitoring systems. Harold has spent the last sixteen years developing cutting edge solutions for generator applications, and is expert in the use of remote data for failure prevention. He holds BS and MS degrees in Electrical Engineering from Georgia Tech, and an MBA degree from Loyola Marymount University.



You may notice that in all of this discussion of failure prevention, there is no reference to bearings or vibration or other mechanical measurements. This is because virtually all failures that a standby generator owner will ever experience will come from the most obvious consumables, previously described, and not from a mechanical engine failure. With careful attention to the key data, these failures are preventable, and the owner's generator reliability can be increased dramatically.

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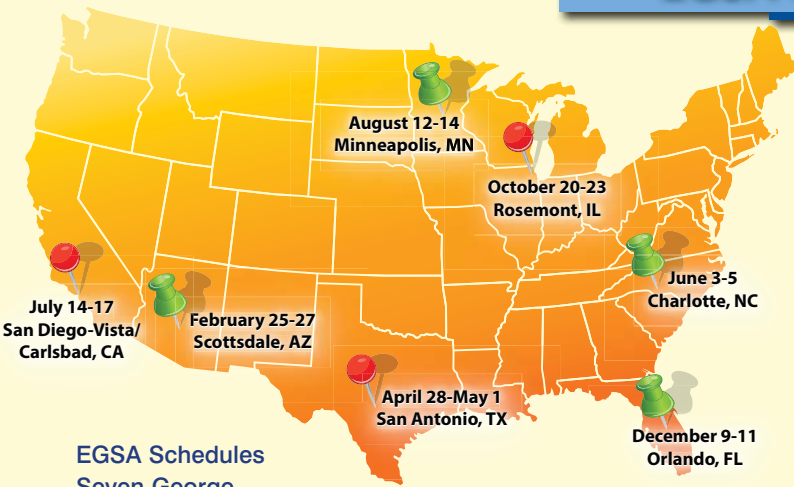
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EGSA Schedules Seven George Rowley Schools of On-Site Power Generation in 2014

EGSA has announced a schedule of four basic and three advanced George Rowley Schools of On-Site Power Generation for 2014. For full details and registration information, visit www.egsa.org. ■

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- Scottsdale, AZ February 25-27
- Charlotte, NC June 3-5
- Minneapolis, MN August 12-14
- Orlando, FL December 9-11*

*To be held concurrently with Power-Gen 2014

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- San Diego-Vista/Carlsbad, CA July 14-17
- Rosemont (Chicago), IL October 20-23

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Finally, if you like what you see and you want to see more, let us know by dropping us a line at e-mail@egsa.org. ■



EGSA Announces 2014 Board Election Results

The Electrical Generating Systems Association proudly announces the election of officers and two new board members for 2014. These new Board Members will assume their offices on January 1, 2014.

The 2014 EGSA Executive Board Members are:

President – Vaughn Beasley, Ring Power Corp., St. Augustine, FL

President-Elect – Ed Murphy, Power Search, Inc., Hampstead, NH

Vice President – Robert Hafich, Emergency Systems Service Co., Quakertown, PA

Secretary-Treasurer – Charlie Habic, Gillette Generators, Elkhart, IN

Immediate Past President - Debra Laurents, Cummins Power Generation, Minneapolis, MN

Also elected to the Board of Directors, please welcome our incoming (2014-2016) Board Members:

Bill Kaewert, SENS (Stored Energy Systems, LLC), Longmont, CO

Dennis Pearson, Woodward, in Fort Collins, CO

These 2 incoming Members of the EGSA Board of Directors will join the following Directors who remain on the Board through the coming year:

Katie Evans, Diesel & Gas Turbine Publications, Inc., Milwaukee, WI

Steve Evans, DEIF, Inc, Fort Collins, CO

Todd Lathrop, Eaton Corp., Moon Township, PA

Rick Morrison, Nixon Power Systems, Charlotte, NC

Walter Petty, Atlantic Power Solutions, Siler City, NC

Lanny Slater, GFS Corporation, Weston, FL

Kyle Tingle, John Deere Power Systems, Waterloo, IA

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Founded in 1955 by Raymond G. Russell, Russelectric was originally a packager of engine driven equipment, including generators. Because many of these engine generator packages included transfer switches, the company decided to design and manufacture its own switches. Tested to the most demanding specifications of the time, these switches soon gained acceptance and became the company's main product line.

In the latter part of the 1960s, on-site power systems were growing in size and complexity, due in part to measures prompted by the 1965 Northeast Blackout and revised UL standards. Russelectric began designing and manufacturing power control systems that paralleled multiple generator sets on a common generator bus. Improving on the sequential synchronizing design commonly used to parallel generators, Russelectric devised random synchronizing control. Rather than connecting generators to the bus in a specified order, this methodology started all generator sets simultaneously, connected the first generator that was up to speed and voltage to the bus, then paralleled the remaining sets onto the bus as they were driven into synchronism. This control scheme provided significantly faster response and improved system reliability.

As business increased, the company outgrew two facilities in the Boston area before moving to its present-day headquarters in Hingham, MA, which has since been expanded three times. In 1988, Russelectric opened a second manufacturing plant near Tulsa, OK, which has since been expanded twice.

Advanced Power Control Systems

Custom-designed and custom-built, Russelectric systems control emergency generator operation, synchronizing, and distribution. Russelectric can provide open-transition transfer or utility/generator paralleling for closed-transition transfer. Sophisticated control functions such as "soft loading," load curtailment, peak shaving, cogeneration, and prime power are also easily accommodated.

Redundant PLCs Plus Manual Controls for Operation

In the mid-1990s, Russelectric replaced the electromechanical relay logic control in all its generator control systems with digital programmable logic controllers (PLCs). Today, all Russelectric power control systems are equipped with dual PLC controls for automatic generator set starting and stopping, status and alarm annunciation, synchronizing, and priority load control. The primary PLC controls system operation with the backup PLC running the same program as the primary. If the primary PLC fails, the backup PLC assumes operational control.

In the unlikely event that both PLCs fail, a manual control system allows personnel to synchronize and parallel the generators onto the bus, as well as to add and shed load. This built-in redundancy is included in all Russelectric on-site power control systems.

Custom SCADA

Custom-designed for individual Russelectric power control systems, SCADA systems provide interactive monitoring, real-time and historical trending, comprehensive reporting,

distributed networking, and alarm management. Event logging, alarm locking, and full-color “point and click” interactive displays are standard. An optional simulation system allows operator training off-line. When networked, the SCADA system permits data to be accessed either locally or remotely.

Industry's Highest 3-Cycle ATS Ratings

In 1990, Russelectric introduced 3-cycle close and withstand rated transfer switches. Rather than being limited to the time/current characteristics of a specific breaker, Russelectric 3-cycle switches were rated for use with any molded-case circuit breaker. Today, Russelectric's full line of 3-cycle transfer switches and bypass/isolation switches carry the industry's highest close/withstand ratings. Available for open or closed-transition transfer, they are UL tested, listed, and labeled under UL Standard 1008.

Industry's Most Complete Line of 30-Cycle Close and Withstand Rated Switches

An important advancement in 2009 was the introduction of Russelectric RTS-30 Series UL tested and listed 30-cycle close and withstand rated transfer switches — the industry's most complete line of 30-cycle switches. Capable of closing in on and withstanding 30 cycles of fault current, RTS-30 switches have the withstand capacity to allow downstream devices to clear a fault before upstream devices. Consequently, they greatly simplify the task of selective coordination mandated by the National Electrical Code for emergency and legally required standby systems. RTS-30 switches are available in single and dual-operator versions in ratings from 100 to 4,000 amps for either open or closed-transition switching. Russelectric also manufactures 30-cycle-rated RTS-30 Series bypass/isolation switches in load-break bypass and no load-break bypass versions.

Powerful Automatic Transfer Switch Control

Also in 2009, Russelectric launched its new RPTCS microprocessor automatic transfer control system. All of the company's automatic transfer switches come equipped with RPTCS, programmed at the factory to include customer-specified options.

An intuitive, interactive menu guides the user through controller setup and the entering of configuration data, including communications and timing set points, adjustable control parameters (interlocks, alarms, and security), and event logging. Real-time metering of voltage (phase-to-phase and phase-to-neutral) and frequency of both normal and emergency power sources is standard. Metering of current; voltage; accumulated energy; real, apparent, and reactive power; and power factor is also available. The RPTCS can also monitor power quality with available waveform capture and historical trending.

The controller indicates switch position and source availability as well as the status of monitored conditions (faults, alarms, inhibits, etc.). It conveys other messages in color-coded banners at the top of the screen. Users can review operational data such as active time delays, transfer inhibits, metered values, fault and alarm reports, event records, and configuration settings.

The RPTCS controller supports two communication interfaces, and an

external communication port allows fast, easy connection to a laptop. With the Russelectric DTWG Web Server Communications Gateway accessory, the RPTCS also accommodates web-based digital and analog I/O serial communications over industrial fieldbus networks.



Russelectric power control systems come equipped with redundant PLC controls, as well as controls for manual synchronization.



State-of-the-art Russelectric power control system at James A. Haley Veterans' Hospital in Tampa, FL.

Medium-Voltage Circuit Breaker Switches

Recently introduced, Russelectric medium-voltage (5-15kV) circuit breaker automatic transfer switches and bypass/isolation switches are the first such switches to be tested, listed, and labeled under UL 1008A for use in legally required emergency power systems. Though designed for unattended automatic operation, these switches include controls for manual operation and provide maximum protection for personnel. All meet or exceed stringent IEEE, NEMA, and ANSI standards.

The Customer Always Comes First

Russelectric's unwavering focus on quality assures the customer of unmatched system reliability and superior technical support. Pre-commissioning coordination, startup, and system training are included with every Russelectric power control system.

All systems are backed by a network of highly trained field service engineers. Located strategically throughout the country, they respond quickly and professionally to any customer problem or need — 24 hours a day, 365 days a year.

"At Russelectric we recognize that an on-site power control system is the last line of defense. If it is not reliable or is experiencing problems, you're exposed and vulnerable to the very risks from which the system was supposed to protect you," says John Meuleman, Russelectric's Vice President for Sales and Mar-

keting and the company's primary EGSA contact. "So our field service engineers don't need to check with anyone before fixing a customer's system. They are always authorized to do whatever it takes to get the system operational, and that authorization comes from the top."

Commenting on his company's success and reputation, Meuleman observes, "We offer superior products and systems, but the comment we hear most often is that working with Russelectric to design and commission an on-site power system is a smooth, worry-free, hassle-free experience."

The EGSA Connection

Since becoming an EGSA Member in 1969, Russelectric has been an avid supporter, sending representatives to every conference and participating in various EGSA committees. Russelectric management sees value in the organization for industry-wide cooperation, education and technological advancement, as well as for networking with sales representatives, potential customers and suppliers.

Russelectric's website (www.russelectric.com) provides detailed product information, specifications and drawings as well as case studies, white papers, webcasts, a trade-show schedule, and the company's impressive list of customers. ■

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We manufacture, distribute, market and sell; and we also install, maintain and service on-site power equipment. From codes and standards, emerging technologies, best practices, education, technician certification and industry enrichment, EGSA truly is the leading authority in On-Site Power!

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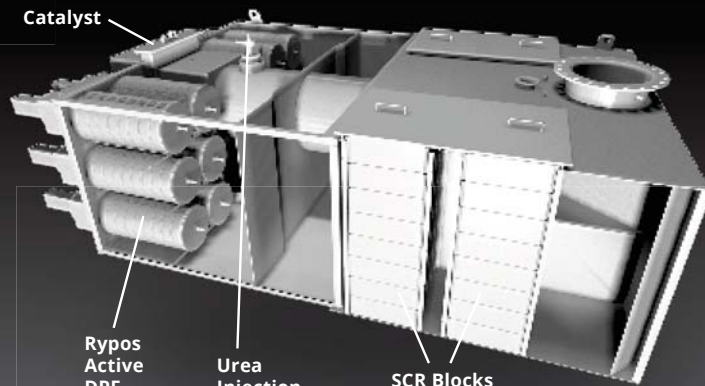
- Reduces NOx, CO, VOC, and PM to beyond Tier 4f standards
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- Active self-regenerating DPF, technology by Rypos
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EGSA is Coming Back to Baltimore in 2014 and We Want You Here with Us!

EGSA is once again bringing the world of On-Site Power Generation to National Facilities Management & Technology (NFMT) Tradeshow.

This is an opportunity you won't want to miss!

Why NFMT?

Stand-by power is a critical necessity for any facility and is often overlooked by the facility manager.

The NFMT Convention is the perfect "End User" show to promote the value of on-site power generation.

The partnership offers myriad marketing opportunities that will attract and engage both EGSA Members and the readers of Building Operating Management and Maintenance Solutions magazines as well as the current and future NFMT attendees.

Contact Kim Giles, EGSA Marketing Manager, today to confirm and reserve your booth space in the EGSA Power Source Pavilion!
K.Giles@EGSA.org (561) 750-5575 ext. 203



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NFMT**
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Application for Membership

ELECTRICAL GENERATING SYSTEMS ASSOCIATION

1650 South Dixie Highway, Suite 400, Boca Raton, FL 33432 • 561-750-5575 • FAX 561-395-8557

E-Mail: e-mail@EGSA.org • World Wide Web: www.EGSA.org

Under the leadership of its Board of Directors and operating through its various committees and staff, EGSA strives to educate, provide networking opportunities and share relevant knowledge and trends with industry professionals including manufacturers, distributor/dealers, engineers, manufacturer representatives, contractor/integrators and others serving On-Site Power consumers.

1. Contact Information

Please type or print all information in upper and lower case (NOT ALL CAPS!)

Company _____
Address _____
City _____ State/Province _____
Zip/Postal Code _____ Country _____
Phone _____ FAX _____
Official Representative _____ Title _____
Representative's E-Mail _____ Company's Web Address _____
How did you hear about EGSA? ☐ Web site ☐ Powerline magazine ☐ Colleague ☐ POWER-GEN ☐ Other _____
Why are you joining EGSA? ☐ Certification Program ☐ CEU Program ☐ Power Schools ☐ Buying Guide Listing ☐ Other _____

2. Member Classification *Read the Membership classifications below and check the box that describes your firm's classification.*

I. FULL MEMBERSHIP

- ☐ MF **Manufacturer Membership**
Any individual, sole proprietor, partnership or corporation seeking membership must apply for a Full Membership as a manufacturer if they meet one or more of the following criteria:
1. They manufacture prime movers for power generation.
 2. They manufacture generators or other power conversion devices producing electricity.
 3. They manufacture switchgear or electrical control devices.
 4. They manufacture or assemble generator sets, UPS systems, solar power, hydropower, geothermal, or any other power production or conversion system including related components or accessories for national or regional distribution.
 5. They are a wholly owned subsidiary of a firm that qualifies under rules one through four.
- ☐ DD **Distributor/Dealer Membership**
Any individual, sole proprietor, partnership or corporation actively engaged as a distributor or dealer for products listed under Manufacturer Membership may apply for Full Membership as a Distributor/Dealer. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.
- ☐ CI **Contractor/Integrator Membership**
Any individual, sole proprietor, partnership or corporation actively engaged as a Contractor or Equipment Integrator of products listed under Manufacturer Membership, not bound by brand, geographic territory or contractually obligated as a Distributor/Dealer of a specific product. These firms typically purchase products from a Distributor/Dealer, Manufacturer or Retailer, adding value through installation, product knowledge, relationships, unique services, etc., and then re-sell the resulting product to an end-user.
- ☐ MR **Manufacturer's Representative Membership**
Any individual, sole proprietor, partnership or corporation actively engaged in the representation of products listed under Manufacturer Membership may apply for Full Membership as a Manufacturer's Representative. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.
- ☐ EM **Energy Management Company Membership**
Any individual, sole proprietor, partnership or corporation engaged in energy management, including Energy Service Companies (ESCOs), Independent Power Producers (IPPs), Integrators, Aggregators, and other similar enterprises may apply for Full Membership as an Energy Management Company.
- ☐ **Associate Full Membership (mark appropriate category at right)**
Any individual, sole proprietor, academic institution, student, partnership or corporation meeting the requirements of Associate Regular Membership may apply for Full Membership at their option to enjoy the privileges of Full Membership, including the rights to vote and to serve on EGSA's Board of Directors. Initiation fees and annual dues will be assessed at the existing non-manufacturer Full Member rates.

II. ASSOCIATE REGULAR MEMBERSHIP

- ☐ AA **Trade Publication Membership**
Any trade publication dealing with the electrical generating systems industry or its suppliers may apply for Associate Membership—Trade Publications.
- ☐ AB **Trade Association Membership**
Any trade association made up of individual or company members sharing a common interest in the electrical generating systems industry may apply for Associate Membership—Allied Associations.
- ☐ AC **Engineer Membership**
Any consulting or specifying engineer may apply for Associate Membership—Engineer. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AD **End-User Membership**
Any individual employee of a company who owns or operates electrical generating equipment and/or related switchgear or components, whose responsibility to his employer includes planning, design, installation, supervision, or service of such equipment may apply for Associate Membership—User. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AE **Service Membership**
Any individual, organization or academic institution that offers services such as research, testing or repair to the electrical generating systems industry may apply for Associate Membership—Services. Membership may either be held in the individual's name or the organization's name under this classification. Individual companies whose employer or parent organization qualifies as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AG **Educational Institution Membership**
Any postsecondary vocational-technical school or college offering on-site power generation-related instruction may apply for Associate Membership—Education Institution.
- ☐ AR **Retiree Membership**
Any individual who retires from a member company may apply for Associate Membership—Retired. This classification does not apply to any individual who is employed more than 20 hours per week.
- ☐ AF **Student Membership**
Any individual currently enrolled at an academic institution may apply for Associate Membership—Student.

Dues Schedule (Use for Section 3)

	Annual Dues	Initiation Fee	TOTAL
Manufacturer.....	\$870.....	\$200.....	\$870.....
Distributor/Dealer.....	\$300.....	\$100.....	\$300.....
Contractor/Integrator.....	\$300.....	\$100.....	\$300.....
Manufacturer's Rep.....	\$300.....	\$100.....	\$300.....
Full Associate Member.....	\$300.....	\$100.....	\$300.....
Energy Management Companies.....	\$210.....	\$100.....	\$210.....
Regular Associate Member.....	\$210.....	\$100.....	\$210.....
Retiree Member.....	Complimentary.....	\$0.....	\$0.....
Student Member.....	Complimentary.....	\$0.....	\$0.....

**Initiation
Fee Waived
Through
1/31/2014**

NOTE: A FULL 12-MONTH DUES PAYMENT MUST BE RECEIVED WITH THIS APPLICATION. The Association's Membership Year is January 1 through December 31. Dues payments that extend beyond the first Membership Year will be applied to the second year's dues.

FULL PAYMENT MUST BE RECEIVED WITH APPLICATION.

3. Membership Dues

(Please fill in the appropriate TOTAL amount from the above dues schedule.)

Membership Dues \$ _____

Membership Plaque (optional)** \$ 49.95**

On-Site Power Reference Book (optional)** \$ 137.00**

Florida Residents: Add 6% Sales Tax to ** items \$ _____

** Shipping and handling is included for Continental US Residents.

Non-Continental US Residents should call EGSA \$ _____

Headquarters for shipping charges for **items. **TOTAL** \$ _____

4. Payment Method

(Payable in US\$ drawn on U.S. bank, U.S. Money Order, or American Express)

☐ Check # _____ Amount Due \$ _____

☐ Money Order

☐ Mastercard ☐ Visa ☐ American Express

Card # _____ Exp. Date _____

Signature: _____

Print Name: _____

5. Products/Services Please describe the nature of your business (50 words or less, NOT ALL CAPS). If you are a Manufacturer's Representative or Distributor/Dealer, please indicate which manufacturers you represent and/or distribute for; if you are a student, please provide the name and location of your school, your major and your anticipated graduation date:

Do you buy AND sell equipment? ☐ Yes ☐ No

Do you manufacture packaged equipment? ☐ Yes ☐ No

Available Codes:

- | | | | | |
|-----------------------------------|--|--|---|--------------------------------------|
| 01 ---Batteries/Battery Chargers | 07 ---Engine Starters/Starting Aids | 12 ---Governors | 18 ---Relays, Protective or Synchronizing | 22 ---Trailers, Generator Set |
| 02 ---Control/Annunciator Systems | 08 ---Filters, Lube Oil, Fuel or Air | 13 ---Heat Recovery Systems | 19 Silencers/Exhaust Systems/Noise Abatement | 23 ---Transformers |
| 29 ---Education | 28 ---Fuel Cells | 14 Instruments and controls, including meters, gauges, relays, contactors, or switches | 20 ---Solenoids | 24 ---Uninterruptible Power Supplies |
| 30 ---Emission Control Equipment | 03 Fuel Tanks and Fuel Storage Systems | 15 ---Load Banks | 21 ---Switchgear and Transfer Switches (Automatic or Manual), Bypass Isolation Switches, and/or Switchgear Panels | 25 ---Vibration Isolators |
| 04 ---Enclosures, Generator Set | 09 ---Generator Laminations | 16 ---Motor Generator Sets | | 26 ---Voltage Regulators |
| 05 ---Engines, Diesel or Gas | 10 ---Generator Sets | 17 ---Radiator/Heat Exchangers | | 27 ---Wiring Devices or Receptacles |
| 06 ---Engines, Gas Turbine | 11 ---Generators/Alternators | | | |

Enter codes here: (Limit 10 codes per category)

Products sold: _____

Products rented: _____

Products serviced: _____

6. Sponsor(s): A "Sponsor" is an EGSA Member who interested you in filling out this application. It is not mandatory that you have a sponsor for the Board to act favorably on this application; however, if a Member recommended that you consider membership, we request that individual's name and company name for our records.

Sponsor Name _____ Company Name _____

7. Official Representative's Authorization

Signature _____ Date _____

NEW EGSA MEMBERS

MF=Manufacturer DD=Distributor/Dealer CI=Contractor/Integrator MR=Manufacturers Rep
EM=Energy Management Co. AA=Trade Publication AB=Trade Association AC=Engineer
AD=End-User AE=Service AG=Educational Institution AR=Retiree AF=Student

Briggs Consultants, Inc. AE

Snellville, GA
Andy Briggs, President
Professional coaching and training firm specializing in the onsite power industry, led by Andy Briggs, a successful entrepreneur and business expert with over 30 years of experience. Our programs are customized for each client and are designed to help take you and your team to the next level.

Clarke, David AF

Omaha, NE
Student at Metropolitan Community College in Omaha. Major is Power Generation-Diesel Technology, graduation is May 2014.

Cummins Western Canada DD

Surrey, BC Canada
Adam Currie, Recruiter
Cummins Western Canada LP is an exclusive distributor for Cummins Inc., the world's largest independent manufacturer of diesel engines and a global leader in power generation technology.

EC Power Systems. DD

Portland, OR
Rob Jackson, Business Development Director
EC Power Systems sells and services power generation equipment including: Kohler, Honda, Ford, Hatz, Wisconsin, John Deere, & Kupor.

Efrain Puerta AE

Maitland, FL
Efrain Puerta
I'm a generator technician supporting the US Army in Afghanistan. I work with military and commercial generators (Caterpillar, FG Wilson, Whisper Watt).

Globecomm Network Services AD

Huappauge, NY
Joseph Kelly, Facilities Maintenance Technician
We are a satellite telecommunication company. We provide communication for government agencies as well as private institutions. Our headquarters is a 24 hr facility with numerous critical server rooms that are backed up with UPS and 4,500 Kva generators.

Green Gorilla Industrial DD

Pomona, CA
Jake Austin, Account Manager
Green Gorilla is an electrical distributor specializing in a complete range of AC and DC load banks, as well as manual transfer switches, custom power cable assemblies, PPE and other products related to power distribution/generation projects. Manufacturers include: Avtron, Cannon, Crestchic, ESL, Lex, Load Banks Direct.

Hyatt Equipment Repair AE

Polkton, NC
Chris Hyatt, Co-owner
Hyatt Equipment Repair is a diesel repair shop that services local agriculture standby generators.

Jeffery Kryzewski AE

Charlotte, NC
Jeffery Kryzewski
I currently install, service and repair portable and fixed generators for wireless communication providers. I am also in the process of enrolling in Arizona State University's online electrical engineering degree program.

Joseph Velazquez, Jr. AE

National City, CA
Joseph Velazquez, Jr., Generator Technician
I am a generator technician supporting the US Army in Afghanistan. I work with military and commercial (Caterpillar/FG Wilson) generators.

Red-D-Arc, Inc. CI

Austell, GA
Tyler Sunderland, Product Manager, Portable Power Systems
Red-D-Arc offers a full range of rental power generation equipment as well as welding and welding positioning equipment for a variety of markets and applications. Our rental products have been engineered to provide extreme-duty performance and reliability, and are available through 50 global locations.

Simson Maxwell MF

Edmonton, AB Canada
Stacy MacKinnon, Corporate Administrator
Manufacturer and supplier of Power Generation and Industrial Engine products, services and custom solutions and industrial markets. Simson Maxwell distributes for Deutz, Volvo Penta, Perkins, Hipower and ComAp.

Single Source Systems, Inc. AE

Indianapolis, IN
Jennie Davis, Regional Business Consultant
Established in 1985 as an information technology consulting and software development company, Single Source Systems, Inc. builds, markets, implements and supports enterprise software applications designed to improve operational efficiencies for mid-market service organizations worldwide. We have a specific focus on companies in the On-Site Power Generation market.

Sinopec USA, Inc. AD

Houston, TX
Sylvia Guan, Project Manager
Sinopec is the largest oil company in China. We ranked No. 5 in Fortune 500 companies last year. Sinopec USA, Inc. is the procurement center for Sinopec Group.

Tobolski Watkins Engineering Inc. AC

San Diego, CA
Matt Tobolski, PhD, SE, CEO
Special seismic certification and structural engineer consultant. Providing certification through shake table testing, analysis and experience data for IBC, OSHPD, IEEE, UFC and nuclear applications. Experts in code compliance and active members of code development committees.

Wacker Neuson Corporation. MF

Menomonee Falls, WI
Larry Schmitt, Marketing Manager
Wacker Neuson is a manufacturer of construction equipment, including concrete flatwork, compaction, demolition, power generation and climate control technology. We sell through a dealer network who rents/sells our products to the end customers. Our power generation business includes portable generators, mobile prime power generators and lighting towers.

wattsON Power DD

Houston, TX
Nicholas Phillips, President
Exclusive distributor of the watttronic Dynamic UPS, wattPod Modular Continuous Power Supply and the isoWatt line of motor-generator sets for utility-grade power quality, voltage and frequency conversion, regulation and continuity manufactured by Potencia Industrial of Mexico.

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What Can We Do To Help You Repair Or Upgrade Your Electrical Generator?



Sales:

Our sales and technical staff is made up of experienced electrical generator technicians and engineers. We are always ready to help you in selecting a product or helping you with a technical question or application assistance.

Service:

We offer same day repair and service on products sent to us by next day air freight. We can normally ship these repairs back to you the same day we receive them. We also offer field supervision for troubleshooting, installation and startup of our systems.



Quality:

All components used in manufacturing of our products are custom made by us or supplied to us from the highest quality manufacturers possible. We never use cheap, surplus or cloned components. All of our products are tested for operation at least 4 times during manufacturing and a final test before packaging to insure that they meet all required specifications.

Engineering:

We can custom build voltage controls and rectified power supplies for generators, synchronous motors, industrial heat treating, machine tools and special projects. We also manufacture DC to DC voltage regulators and voltage regulators for aircraft ground power units.

Product Support Website:

We have an extensive product support website designed to provide detailed information on all of our products, past and present. Product pricing and online ordering is also provided.

For more information visit our website at:
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GLOBAL GENERATOR SETS
The Generator Sets From Germany To You

EGSA JOB BANK

USA Central

Generator & Compressor Rental Manager

Central Power Systems & Services, Inc.

Location: Liberty, MO 64068

CPS&S is looking for a dynamic, top-notch sales professional to call on hospitals, city utilities, contractors, sporting & entertainment events, etc. to market the usage of our generator rental fleet (2 kW - 2,000 kW) and compressor fleet (185 - 1600 CFM) over a tri-state area (MO, KS and OK). EOE

To apply: e-mail to jobs@cpower.com or fax to 816-781-4518

Generator Power Technician

Central Power Systems & Services, Inc.

Location: St. Louis, MO 63134

Come and join the best! We are expanding into St. Louis, MO and need additional gents!! Due to our continued growth, Central Power Systems & Services, Inc. has immediate openings for Generator Technicians at our new St. Louis facility. Applicants must have diesel engine experience and transfer switch knowledge. EGSA Certified preferred but not required. We offer a strong base wage and a full benefit package (including FREE MEDICAL & LIFE insurance) and PAID RELOCATION depending on experience and skill set.

EGSA Certified Techs Preferred.

To apply: Fax a cover letter, salary requirements and your resume to 816-781-4518 or e-mail it to jobs@cpower.com EOE

Generator Sales Rep

Central Power Systems & Services, Inc.

Location: St. Louis, MO 63134

Central Power Systems & Services, Inc. - we are expanding into Eastern Missouri and need a dynamic Generator Sales Rep to be based out of St. Louis, MO or the surrounding area. We offer a strong base wage, incentive program and a full benefit package (including company car, gas allowance, expense card, FREE MEDICAL insurance, FREE LIFE insurance, paid vacation, profit sharing and 401(k), etc.) and PAID RELOCATION depending on experience and skill set.

To apply: Fax a cover letter, salary requirements and your resume to 816-781-4518 or e-mail it to jobs@cpower.com EOE

USA Mid-Atlantic

Technician, Generator - Experienced

Emergency Systems Service Company

Location: Quakertown, PA

Emergency Systems Service Company, located in Eastern Pennsylvania, a leading provider of MTU Onsite Energy generator sets, has an immediate opening for a technician with a minimum of three years diesel engine/ generator set experience. Responsibilities will involve troubleshooting, repair and the planned maintenance services of generator sets and related equipment. A neat appearance, clean driving record and good people skills are required. We offer competitive pay, and an outstanding benefits package. A company vehicle and additional training is provided.

EGSA Certified Techs Preferred.

To apply: E-mail resumes to johnkk@emergencysystems-inc.com

EGSA Job Bank Guidelines

EGSA will advertise (free of charge) EGSA Member company job openings in the Job Bank. Free use of the Job Bank is strictly limited to companies advertising for positions available within their own firms. Companies who are not members of EGSA and third-party employment service firms who service our industry may utilize the Job Bank for a \$300 fee. Blind box ads using the EGSA Job Bank address are available upon request; company logos may be included for an additional fee. EGSA reserves the right to refuse any advertisement it deems inappropriate to the publication. To post an EGSA Job Bank ad (limited to approximately 50 words) please visit www.EGSA.org/Careers.aspx.

Technician, Generator - Apprentice

Emergency Systems Service Company

Location: Quakertown, PA

Emergency Systems Service Company, located in Eastern Pennsylvania, a leading provider of MTU Onsite Energy generator sets, has an immediate opening for a person with a strong mechanical/ electrical background interested in a career in the power generation service field. Responsibilities will involve minor troubleshooting, repair and the planned maintenance services of generator sets and related equipment. A neat appearance, clean driving record and good people skills are required. We offer competitive pay, and an outstanding benefits package. A company vehicle and additional training is provided.

To apply: E-mail resume to johnkk@emergencysystems-inc.com.

USA Midwest

Service Manager

Steiner Power Systems

Location: Elk Grove Village Illinois USA

Experienced Service Manager needed for Steiner Power Systems to manage the service department, rental and warehouse operations. Position located in suburbs of Chicago. Strong salary, bonus and benefits. EOE/AA

To apply: Please email resume to wolczyk@stnr.com

USA National

Generator Sales Representative

Clarke Power Generation

Location: all/USA

Clarke Power Generation, Inc. has immediate Generator Sales Representative openings in select USA areas. We offer a competitive base salary and incentive package as well as a comprehensive benefit package, including group term life insurance, medical insurance, HSA, disability pay, holiday and vacation pay, tuition reimbursement, and 401(k). Prefer applicants with minimum 3-5 years of direct generator equipment sales experience, including preventative maintenance contracts; strong work ethic, professional behavior, 4 year degree college graduate. Position will report to Vice President of Power Generation. Clarke is an Equal Opportunity Employer.

To apply: email resume and compensation history to dleik@clarkegen.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Houston/Texas/USA

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. We offer competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Submit resume to jobs@generator.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Huntsville/Alabama/USA

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. Competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Submit resume to jobs@generator.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Atlanta/Georgia/USA

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. Competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Email resume to jobs@generator.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Orlando/Florida/USA

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. Competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Email resume to jobs@generator.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Raleigh/North Carolina/USA

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. Competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Email resume to jobs@generator.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Baltimore/Maryland/USA

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. Competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Email resume to jobs@generator.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Jacksonville/Florida/USA

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. Competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Email resume to jobs@generator.com

Experienced Generator Technician

Power Pro-Tech Services, Inc.

Location: Winston-Salem / Greensboro, NC

We are seeking team players who are committed to excellence and open to learning new ideas. Must have 3-5 years experience in service and repair of all generator makes and models, excellent customer service skills and strong work ethic. Competitive salary and comprehensive benefits. Relocation for qualified candidates.

EGSA Certified Techs Preferred.

To apply: Email resume to jobs@generator.com

USA Northeast

Director of Marketing- USA North East

Kinsley Group, Inc.

Location: Hartford, CT Area

This position will enhance our existing lead qualification and management process, and related market outreach efforts to achieve better market penetration while increasing sales efficiency. Marketing scope includes new industrial equipment, residential equipment, rental equipment, maintenance/service/aftermarket lines of business. The position also includes new company initiatives in other energy and product segments.

To apply: www.kinsley-group.com

Manufacturer's Rep Seeking Principals

Leading Mid-South manufacturer's rep is seeking additional product lines. We have decades of experience in all aspects of the onsite power generation industry. We are interested in adding quality complementary manufacturers to our line of superior products serving the industry. Our record of outstanding success can help you achieve your sales and market share goals. Please respond if you have an area where you desire additional sales and market share.

Please respond to: J.Kellough@EGSA.org
(Reference PLMJ13JB-1)

Business Development Manager – USA North East

Kinsley Power Systems

Location: Greater New York City Area (Bedford Hills, NY)

A technical sales position which will be responsible for prospecting and driving revenue in the market. The successful candidate should have a solid understanding of the construction electrical market with a particular emphasis on the engineering community's specification writing activities, and preferably have an Electrical Engineering background with experience working with engineers and project managers (as well as contractors and other procurement arms) in the territory.

To apply: www.kinsley-group.com

Industrial Sales Engineer- USA North East

Kinsley Power Systems

Location: Greater New York City Area (Bedford Hills, NY)

This sales position focuses on industrial applications from 20kW to 2800kW, including related equipment (transfer switches, switchgear, etc). The customer base includes engineers, electrical contractors, end-users and OEMs, among others.

To apply: www.kinsley-group.com

Field Service Technicians (Diesel & Gas)- USA North East

Kinsley Power Systems

Location: CT, NY, MA, NH, VT, ME, NJ, PA, RI

Kinsley Power Systems is seeking experienced generator technicians throughout the Northeast. This position is responsible for completing preventive maintenance, repairs and service on standby power generation equipment. Due to the nature of the service business Field Service Technicians must reside within 25 miles of the available territory and have a clean driving record.

To apply: www.kinsley-group.com

Receptionist / Office Assistant

Northeast Generator

Location: Bridgeport, CT

Northeast Generator (northeastgenerator.com) is looking for a full-time Receptionist / Office Assistant to provide administrative support and answer a high volume of calls in order to ensure that company products/services are delivered in an effective and efficient manner. Minimum of two years of similar experience working with customers, possess computer and organizational skills

To apply: Please send your resume to careers@northeastgenerator.com

Service Writer

Northeast Generator

Location: Bridgeport, CT

Northeast Generator (northeastgenerator.com) is now recruiting for a Service Writer position who recommends an appropriate service action or repair solution and manages delivery expectations on the part of the customer and technician(s) alike. Acting as a trusted adviser, the Service

Writer ensures the proposed service or repair solution appropriately matches the requirement. Perfect candidate would possess a technical inclination, mechanical or electrical background and the ability to work in a fast paced environment.

To apply: Please send your resume to careers@northeastgenerator.com

Sales Representative

Northeast Generator

Location: Bridgeport, CT

Northeast Generator (northeastgenerator.com) is looking for Sales Representatives to work within our Sales Department to harness the influx of peaked interest and demand for stand-by power systems. Main activities include assisting with the complete sales cycle from recording of new leads and scheduling of sales appointments, to managing the steps of the installation process and ensuring customer satisfaction throughout.

To apply: Please send your resume to careers@northeastgenerator.com

Service Coordinator

Northeast Generator

Location: Bridgeport, CT

Northeast Generator (northeastgenerator.com) is looking for Service Coordinators to work within our Service Department to harness the influx of peaked interest and demand for stand-by power systems. Main activities include assisting the Service Department from coordinating repairs/preventive maintenances and scheduling site-visits, to managing the work order's life-cycle ensuring customer satisfaction throughout.

To apply: Please send your resume to careers@northeastgenerator.com

Logistics Manager

Northeast Generator

Location: Bridgeport, CT

Northeast Generator (northeastgenerator.com) is looking for a Logistics Manager to work within our Service Department to coordinate domestic shipping/receiving operations, warehouse inventory and fleet inventory management. Minimum of two years of similar experience, possess computer and organizational skills. Perfect candidate would possess a technical inclination, mechanical or electrical background and the ability to work in a fast paced environment.

To apply: Please send your resume to careers@northeastgenerator.com

Field Operation Manager

Northeast Generator

Location: Bridgeport, CT

The Field Operation Manager provides leadership and manages overall direction for the Field Service Technician team to ensure 100% customer satisfaction. We are looking for a leader with strong problem solving abilities, excellent interpersonal skills and a customer service focus. As a Field Operations Manager you will be responsible for directing, coaching, and developing technicians to create a high performing team that delivers the best customer service possible.

To apply: Please send your resume to careers@northeastgenerator.com

Field Service Technicians

Northeast Generator

Location: Bridgeport, CT

Northeast Generator Co. (www.northeastgenerator.com) is looking for generator technicians in the tri-state area. Must have troubleshooting experience

in engines and fuel systems. Generator or electrical knowledge or experience a plus. Must be mechanically inclined, have a professional attitude, excellent customer relations. Responsibilities will increase with experience to include such duties as outage call troubleshooting, towable rental hook-ups, repairs, load bank and building load tests. Potential for overtime and on-call bonus. Technicians operate company-owned vans and trucks. We cover Connecticut, New York, Rhode Island and New Jersey.

To apply: Please send your resume to
careers@northeastgenerator.com

USA Northwest

Are you a talented scheduler/estimator?

Leete Generators

Location: Santa Rosa, CA

We need a hot shot that can schedule 5 generator technicians all over the Bay Area and create repair estimates. You must:

- have mechanical and working knowledge of generators/parts
- be totally computer savvy and be able to learn a fairly complicated computer system fast
- have a college education
- be reliable, scheduling is an intense responsibility

To apply: Send cover letter and resume to
l.amsay@leeteGenerators.com

Can You Sell Generators?

Leete Generators

Location: Santa Rosa, CA

Live in Wine Country California! www.leeteGenerators.com Leete Generators is 50 miles north of San Francisco and we need a generator sales person who "knows their stuff" when it comes to generator sales, permits, regulations, etc. If you have the ability to market and sell to high end California residents, then we have a place for you!

To apply: Send resume and cover letter to
l.amsay@leeteGenerators.com

Virtuoso Generator Technician Wanted!

Leete Generators

Location: Santa Rosa, CA

Live in California Wine Country! Get 3 day weekends. We are located 50 miles north of San Francisco, CA. www.leeteGenerators.com We need an exceptional generator technician with amazing troubleshooting skills.

EGSA Certified Techs Preferred.

To apply: Send resume to l.amsay@leeteGenerators.com

USA Southeast

Outside Sales

Energy Systems Southeast

Location: Alabama, Tennessee, Mississippi

Industrial Generator Dealer searching for Outside Service Sales Representatives for the Mobile (AL), Birmingham (AL), Nashville (TN) & Jackson (MS) areas. Minimum 2-5 years technical and/or sales exp. Proficiency in Word, Excel, CRM & PowerPoint. Bachelor degree or experience equivalent required. Understanding of blueprints, electrical schematics, installation manuals, etc. Drug screening required.

To apply: Email hr@essellc.com

Lead Generator Technician

Power And Energy Services

Location: Atlanta, Georgia

New positions are ready to fill NOW! We are looking for knowledgeable techs that need a change of scenery from the monotonous same thing every day atmosphere. We have a full benefits package and offer multiple health plans. You're more than a body in a truck working on our team!

EGSA Certified Techs Preferred.

To apply: customer.service@PandEservices.com

Regional Parts Coordinator

Power Pro-Tech Services, Inc.

Location: Houston/Texas/USA

Research and purchase parts; communicate with field personnel and vendors; maintain parts inventory and database. Requirements: 3-5 Years experience in Parts Department in Power Generation Industry. 2+ Years experience with OEM generator dealer preferred. Excellent communication skills. Computer experience to include Microsoft Outlook, Word and Excel, and ERP system.

To apply: Submit resume to jobs@generator.com

Regional Parts Coordinator

Power Pro-Tech Services, Inc.

Location: Dallas/Texas/USA

Research and purchase parts; communicate with field personnel and vendors; maintain parts inventory and database. Requirements: 3-5 Years experience in Parts Department in Power Generation Industry. 2+ Years experience with OEM generator dealer preferred. Excellent communication skills. Computer experience to include Microsoft Outlook, Word and Excel, and ERP system.

To apply: Submit resume to jobs@generator.com

Regional Parts Coordinator

Power Pro-Tech Services, Inc.

Location: Jupiter/Florida/USA

Research and purchase parts; communicate with field personnel and vendors; maintain parts inventory and database. Requirements: 3-5 Years experience in Parts Department in Power Generation Industry. 2+ Years experience with OEM generator dealer preferred. Excellent communication skills. Computer experience to include Microsoft Outlook, Word and Excel, and ERP system.

To apply: Submit resume to jobs@generator.com

Regional Parts Coordinator

Power Pro-Tech Services, Inc.

Location: Birmingham/Alabama/USA

Research and purchase parts; communicate with field personnel and vendors; maintain parts inventory and database. Requirements: 3-5 Years experience in Parts Department in Power Generation Industry. 2+ Years experience with OEM generator dealer preferred. Excellent communication skills. Computer experience to include Microsoft Outlook, Word and Excel, and ERP system.

To apply: Submit resume to jobs@generator.com

Experienced Generator Technicians

Power Pro-Tech Services, Inc.

Location: Ball Ground/GA/USA

Positions available in Huntsville AL, Atlanta GA, Columbus GA/Montgomery AL, Jacksonville FL, Orlando FL, New Orleans LA, Baltimore MD, Raleigh NC, Winston-Salem/Greensboro NC, and Houston TX. Requires 3-5 Yrs Experience in Service and Repair of all Generator makes and models. Excellent salary and comprehensive benefits. Relocation for qualified candidates

EGSA Certified Techs Preferred.

To apply: Send resume to jobs@generator.com

USA West

Sales Manager

DEIF Inc.

Location: Loveland, CO

We have an open position in our sales team for a Sales Manager to actively sell to new and existing customers with focus on smaller sub \$100K accounts. Duties include develop channels to maximize sales, customer presentations, attend sales meetings, exhibitions, etc. Full details at http://www.deif.com/Careers/Vacant_positions/Power_-_Marine.aspx

To apply:

Send resume/request full job description: us@deif.com

Application Deadline: December 31, 2013

Service and Support Engineer

DEIF Inc.

Location: Loveland, CO

DEIF Inc. is looking for a qualified Service & Support Engineer to fill a position in our Technical Service & Support team. Tasks include support by phone and email, service and commissioning on customer sites as well as technical support to the DEIF Inc. Sales Team. Full details at http://www.deif.com/Careers/Vacant_positions/Power_-_Marine.aspx

To apply:

Send resume/request full job description to: us@deif.com

Application Deadline: December 31, 2013

Generator Service Technician

Pacific Power Products

Location: Honolulu Hawaii USA

MTU OE distributor looking for generator service technicians. Requirements: Candidate must be self motivated, strong diagnostic and customer skills. 5 years experience working on all types of generators; diesel, gaseous, industrial, marine etc. Job requires extensive travel throughout Hawaii. Full benefits package including potential paid relocation to the right candidate.

EGSA Certified Techs Preferred.

To apply: Please e-mail your resume, work experience, and salary requirements to tladd@pac-power.com.

EPG Inside Sales

Wagner Equipment / CAT Dealer

Location: Denver, CO

This position is to support the outside salesmen by analyzing, engineering & pricing RFPs from engineering firms and electrical contractors within the assigned territory. Must have experience with EPG sales in the engineering or electrical contractors business. Preference will be given to applicants that have experience with Cat software systems.

To apply: Submit your resume:

mkeeler@wagnerequipment.com

Application Deadline: December 1, 2013

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Basler Electric Company announces the promotion of Mr. Larry Perez to Vice President of Marketing.



Basler Electric Company is pleased to announce the promotion of Mr. Larry Perez to the position of Vice President of Marketing.

Mr. Perez has considerable expertise in the electric power industry. For the past thirty-five years, he has held various positions at Basler Electric, starting as a production technician and progressing through customer service/technical support and various product marketing positions, most recently serving as the Director of Marketing. As Vice President of Marketing, he will be responsible for developing the U.S. and International markets. His duties will include marketing strategies for the continued growth of Basler's Power System and Magnetic Product groups.

"Larry's leadership will be integral to enhancing and improving our Marketing efforts with our customers worldwide. There is no doubt that his experience and energetic professionalism makes him the ideal candidate to implement the global marketing direction for Basler Electric", said Gary Dolbeare, President. "Mr. Perez will continue to report to me and, along with the entire marketing team, will manage and promote Basler's diverse product lines and innovative

solutions to the global power industry".

Larry has served on the Electrical Generating Systems Association (EGSA) Board of Directors, participated on several committees and is well known and respected throughout the Power Generation Industry. Visit www.basler.com for more information. ■

HOTSTART Hires Regional Market Manager

HOTSTART is pleased to announce the hiring of Dustin Sperber as Market Manager for the Power Generation sector. He will be responsible for sales and account management in the eastern region of the United States and Canada. His focus will be on Generator Set packagers and standby/emergency generator service companies and distributors.

Sperber joins HOTSTART's outside sales team with 13 years of sales experience in the engine and power generation industry. He's spent the last nine years with Cummins Crosspoint of Nashville, specifying and selling commercial generator sets, automatic transfer switches and switchgear to the medical, telecommunications and utility industries.

The addition of Sperber will allow HOTSTART to serve the power generation market, which accounts for 47% of total company sales, at a regional level. "HOTSTART aims to strengthen our customer relationships, service and support across the U.S. and

Canada. Our new regional sales model lets HOTSTART be closer to our customers and provide the best product for their power generation needs," said Trond Liaboe, Director of Sales and Marketing at HOTSTART. Dustin Sperber will be based in Nashville, TN to support the eastern US and Canada region. Jeff Thompson, Market Manager, will continue to work from HOTSTART headquarters in Spokane, WA to support utility companies and standby generator service contractors in the western U.S. and Canada region.

Visit www.hotstart.com for more information ■



Horton, Inc. Breaks Ground for Roseville Expansion

Horton, Inc. broke ground for expansion of its Roseville corporate office and technology center on Wednesday, September 18. The construction, managed by Bauer Design Build, will expand the office and the Hugh K. Schilling Technology Center by 50 percent. The ceremony was attended by Horton's Ros-



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eville employees; Horton, Inc. leadership including Hugh K. Schilling, Chairman of the Board, G. Henk Touw, President and CEO, Terry Gilberstadt, Corporate Secretary, and Chuck Bastien, Test Engineering and Facilities Manager; and the Bauer Design Build team of Mike Bauer, President, Craig Kohler, Superintendent, and Brian Trombley, Senior Project Manager.

"The expansion is a testament to the hard work and innovation of our dedicated employees," says Touw. "The extension of our corporate offices and technology center will allow Horton to continue to grow and satisfy the industry's changing requirements for efficient, optimized engine cooling solutions."

The original building, constructed in 2001, was designed to accommodate expansion. The two-story addition will be constructed alongside the current facility, with project completion scheduled for spring 2014.

Visit www.hortonww.com for more information. ■

Dresser-Rand Named One of America's Safest Companies Wins 2013 Southwest Oil & Gas Award

Dresser-Rand, a global supplier of rotating equipment solutions to the oil, gas, petrochemical, power, and process industries, was recently selected as one of America's Safest Companies by EHS Today magazine and a winner of the 2013 Southwest Oil & Gas Award. Both awards featured several of Dresser-Rand's Health, Safety and Environmental programs and initiatives.

"Safety is a critical, core value for us," said Vincent R. Volpe Jr., Dresser-Rand's President and CEO. "These awards reaffirm our Company's commitment to providing an environment in which we as employees may create a culture of ethics, caring and respect for one another. We are honored to have received these awards, and proud of the underlying efforts that take place daily as we strive for safety, health and the well-being of our environment."

Of 100 applications this year, EHS Today selected sixteen companies that provide a safe working environment for thousands of employees and serve as a reference point for companies hoping to achieve world-class safety status. Winners will be recognized at an awards ceremony on October 29 in Atlanta, GA.

The EHS award was founded in 2002. Since then, more than 150 companies have been recognized for their excellence in integrating safety into their corporate culture and for their safety metrics being significantly better than their industry averages.

To be considered one of America's Safest Companies, companies must demonstrate transformational EHS leadership in the form of: support from management and employee involvement; innovative solutions to safety challenges; injury and illness rates significantly lower than the average for their industries; comprehensive training programs; evidence that prevention of incidents is the cornerstone of the safety process; excellent communication internally and externally about the value of safety; and a way to substantiate the benefits of the safety process.

Dresser-Rand was also selected as the winner of the 2013 Southwest Oil & Gas Health and Safety Award. The Oil & Gas Awards celebrate the positive contributions made by upstream and midstream sector companies of the oil and gas industry in the areas of Health and Safety, Environmental Stewardship and Corporate Responsibility. The judges of the 2013 Oil & Gas Awards reviewed more than 400 entries and selected 67 finalists. Dresser-Rand was one of four finalists in Health and Safety.

Winners were announced at the inaugural 2013 Southwest Oil & Gas Awards gala dinner at the Taste of Texas Ballroom, Sheraton Hotel and Spa in Fort Worth, TX, on October 22.

"We recognize that we cannot achieve a zero-injury culture without becoming operationally excellent," said Peter Salvatore, Dresser-Rand's Vice President and Chief Safety Officer. "Safety discussions of at-risk behaviors and conditions are a primary rallying point in discussions with our employees. Our ultimate goal is to eliminate workplace injuries through disciplined processes, execution and employee empowerment."

Earlier this year, Dresser-Rand was also recognized by the National Safety Council for an Occupational Excellence Achievement Award, as well as an award for multiple Dresser-Rand locations that demonstrated exceptional safety performance in the workplace.

More information about Dresser-Rand's health and safety efforts is available in its 2012 Corporate Sustainability Report at sustainability.dresser-rand.com. ■



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